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BUY IT NOW is a new slogan whose psychological effect can be made a powerful force in overcoming the inertia into which industry seems to be settling. For their own profit as well as for the good of the country, hardware dealers and sheet metal contractors ought to give their active support to the movement which has been inaugurated to stimulate buying. In window displays and in local newspaper advertising they should place the strongest possible emphasis on the text, "Buy only what you need, but buy it now!" The promoters of the movement advance the simple and convincing argument that the men and women who buy only what they need but buy it now contribute patriotically to the country's need. Their contribution is just as valuable in this connection as it was when they saved from their tables to feed our Allies abroad last year or when they practiced frugality in order to buy war savings stamps and liberty bonds.

United States Secretary of Commerce Redfield says that the slogan, "Buy only what you need, but buy it now!" seems to have elements of sound sense. One may, of course, pay a trifle more in this way than might possibly be the case if they waited some time. But this difference is a sacrifice that, within moderation, we ought to make for the country's safety. It is cheaper far than serious disturbances would be, and it has the humane appeal that it would keep men employed in the winter season, when opportunities for employment are less than at other times. Everything, however small, thus bought, gives somebody, somewhere, something to do. Can we not preach the gospel for a few weeks to advantage, that while we should not purchase what we do not need, we may, for the country's sake and our own, wisely buy now the things we do need.

Since our industry rests upon the individual transactions of persons, can we not stimulate these persons to action? Secretary Redfield asks. We must be careful here not to promote extravagance or to stop saving. We have acquired habits of thrift that are too valuable to the country to have them changed. There are heavy taxes coming and a large loan will soon be offered. All these must be cared for in their time. It would not do to suggest any one spending other than for real need. But may we not suggest the wisdom of buying for those needs at once. A man may not, indeed, perhaps wisely undertake building a new home, but there may be repairs that could be done. One might not feel that he ought to buy a whole wardrobe, but he might purchase a hat. A banker who

might advise against a large operation involving serious risk of loss from declining prices might add the affirmative suggestion that if there were minor transactions involving no serious risk, now would be a good time to undertake them.

ONE OF THE TOPICS engaging the attention of the varied retail hardware conventions held at this time of the year is the probable trend of prices during the next three or four months. Of course, no one can say with certainty what will happen. It is possible, however, to get a fairly accurate estimate of the tendencies in the business world and to formulate therefrom a plan of action. In this connection the monthly review of economic conditions published by the National City Bank of New York gives us reliable material upon which to base an estimate. According to this authority, it does not appear probable that general commodity prices will continue a headlong decline to the level of before the war. We see no reason to alter our previously expressed opinions that the tendency after the end of the war would be downward, but that it would be impossible to reduce costs rapidly to the old level. They are not going to be reduced rapidly in other countries. Freight charges have just been largely reduced on the ocean, but not to prewar rates, and railway charges are not being reduced at all. Profits are being sacrificed and production curtailed, but the fundamental conditions which are necessary to prices much below those now existing have not been established here, still less in Europe.

Abroad, industrial conditions are chaotic. Labor is not only unwilling to accept reductions, but is aggressive in its demands for higher pay and shorter hours. Moreover, the hoped-for gain in efficiency to offset the higher wages of war time is not likely to be realized upon peace work. On the contrary, labor appears to be in such a belligerent and unruly mood that the older labor leaders are alarmed over the situation. These conditions will not lower costs upon manufactured goods, although they will lessen the demand and perhaps lower prices for some raw materials.

Finally, the great underlying fact in the situation is the world-shortage of goods, following four years in which production has been devoted mainly to war supplies, and the need of raw materials and equipment for reconstruction.

In this country, wage rates are generally maintained, and most employers wish to maintain them at least until a readjustment can be made concurrently

with the decline of articles of common consumption. To a great extent wages and prices are interlocked, high prices being due to high wages paid to producers. If the pay of one group of workers is reduced and the prices of their products decline, the consumers of these products are gainers at the expense of that group of workers. The latter then have a just claim that reductions shall be made in the goods which they have to buy. Fairness requires that all shall come down together.

The reductions which will affect the greatest number of people at once are those in foodstuffs and clothing materials. The products of foodstuffs are so many in number and so widely scattered that any general combination among them to maintain prices has always proved impracticable. Their products respond quickly to the conditions of supply and demand and are now falling, although the world food situation is not yet clear. Certainly they will decline largely by the end of another crop year. But as their products come down the farmers will naturally and reasonably claim reductions in the prices of what they must buy, and this probably will involve wage reductions in other lines.

The crucial question in every industry is not a theoretical or sentimental one, but the practical one whether the products of the industry can be sold in sufficient volume on a given level of prices to afford employment to all the people who are looking for work in that industry. There may be different theories about it in advance, and the opinion of the wage-earners may be as good as that of the proprietors. Certainly one side has as good a right to its opinion as the other. But eventually there will be a demonstration, and then it will be good policy for both sides to conform to the results.

The public is the final employer, and it doesn't pay anybody to quarrel with the public for not buying his products or giving him employment. The public buys what it pleases to, and the wise man adapts himself to its wishes, and if he cannot attract its patronage at one price or in one line shifts to another price or another line. The labor organizations are definitely of the opinion that it is better for them to put up with part time rather than reduce a wage rate which has been established, and they may be right about it if it takes a fight every time to get their wages restored. But on the other hand if low production and high prices delay the general recovery of industry by causing a reduction of consumption it is well to remember that the laboring people of the country are suffering on both sides of the deadlock, for they are the chief body of consumers as well as of wage-earners.

There is greatly needed at this time a large and enterprising public policy which would organize and co-ordinate the activities of national, state and local governments, so as to create a large amount of work for the coming spring and summer. After that it is safe to say that the situation will take care of itself, provided unemployment can be averted in the meantime. The prestige and cooperation of the national government is required to develop such a movement, and the good efforts of Secretaries Lane, Wilson and Redfield should be not only supported but enlarged and

made a national policy. The railroad and utility companies should be enabled and encouraged to make improvements now, when labor will otherwise be idle and its potential value totally lost to the country. Extra costs are nothing compared with total losses and little compared with war expenditures, and this is the view that communities should take of the proposal. Of course, the program should be elastic, so that no more work would be undertaken than necessary for the purpose, but unemployment should be prevented by a public-spirited nation-wide movement.

SOME RETAILERS FAIL to attend the convention of their organization. They give a plausible excuse for their absence. They say that they can get the report of the annual meeting in their trade journal and read the important speeches at their leisure. Of course, this is flattering to the trade journal. But it is open to criticism. The purpose of the retailers' association is to promote the interests of its members. It is not intended as an outlet for oratory. Under a proper conception of its functions, the association is the organization of all the members and not of a few men who do most of the talking. The reason why each member should attend is in order that he may speak his mind upon every topic under discussion. He has no one to blame but himself if a small clique gains control of the association and dictates its policies. He does not need to be an elocutionist to express his opinions. Any man who can talk to a single customer can talk to an assembly of fellow business men. Indeed, the less of an orator he is the more likely will he be able to convey his ideas to the convention.

THE CLARION CALL which we heard so often in the previous four Liberty Loan campaigns—"Buy a Bond" will be repeated soon. This time, however, there will be a distinction. Then we knew the words meant, "Buy a Liberty Bond." The new meaning, however, will be this: "Buy a Victory Liberty Bond!" The distinction is plain. Up to November 11 last we were fighting that Liberty might not perish from the earth. Now we are preparing to insure a complete victory for a conquering Liberty. Far from perishing Liberty is more alive than ever today. She needs only the money from the Victory Liberty Loan to go forward with unhampered step.

The money obtained by the Victory Liberty Loan will remove the obstacles in the path of Liberty's progress. The upkeep of an Army of Occupation, numbering half a million men, is one item of expense, one obstacle. The \$400,000,000 necessary to bring every soldier back from overseas is another.

After we have paid this aggregate "fare from France," indeed, while we are doing it, come the manifold problems of reconstruction. These include the expenses connected with the convalescence of wounded and sick soldiers, re-education of the crippled for new vocations and finding work for discharged soldiers, sailors and marines.

Add to this the bill for war munitions, production of which reached its maximum just as the armistice

was signed. Clearly these debts and obligations impede our advancement. Almost with impatience we await the opportunity to help float the Victory Loan. Americans everywhere are anxious to unlock the portals of prosperity which lie beyond that flotation.

Finish the job—that is still the actuating impulse of American business. It applies fitly to what is now our biggest business in hand—putting over the Victory Loan. We cannot honestly say that we have achieved the satisfaction of the job well done until we have paid the bills for munitions, paid every soldier and transported him home, provided for the after-care of the wounded and poured into the national coffers enough money to place the United States on the way to permanent prosperity.

Our prime agency for doing this is the Victory Liberty Loan. We haven't kept faith with the "boys" until it is successfully floated.

RANDOM NOTES AND SKETCHES.

By Sidney Arnold.

Evil is blatant and uses a bass drum to announce its presence. Good is everywhere—quiet and unassuming. We see and hear the evil in the world only because it is garish and noisy, not because it preponderates over the good. In comparison with all the good in life, the evil is insignificant. It is folly, therefore, to dwell upon evil, to allow one's self to be depressed by baseness, ingratitude, dishonesty, slander, or treachery. For every ignoble thing we can find an offset in a thousand acts of kindness, honor, friendliness, and liberality. The proper course and one which leads to uplands of happiness is to steer clear of petty bickerings and contact with the few whose ways are crooked and whose hearts are corrupt.

* * *

To those who believe in the literal interpretation of the wrath to come there is scant comfort in this incident narrated to me by my friend Bill Hawkins of the Columbia Rope Company, New York City:

The evangelist was entreating his hearers to flee from the wrath to come.

"I warn you," he said, "there will be weeping and wailing and gnashing of teeth."

At this point an old lady in the gallery stood up.

"Sir," she interrupted, "I have no teeth."

"Madam," said the evangelist sternly, "teeth will be provided."

* * *

From his big collection of "darker" stories, my friend F. A. Heitmann, the hardware jobber of Houston, Texas, gave me the following gem:

"How did you come to break off your engagement with Miss Snowball?" asked Uncle Moses of a darky.

"In the fust place, Uncle Moses, she wasn't berry young, and she didn't hab no money, and jawed like de debbel; and, secondly, she would not hab me and went and married another niggah. So I tuk de avice ob my frens and jess drapped her."

* * *

James R. Graves, sales representative in the Chicago territory for the Detroit Vapor Stove Company, Detroit, Michigan, came into my office the other day

wreathed in smiles. He had a new story for me. Here it is:

A well known novelist had the misfortune to be buttonholed by two charming but overgushing ladies as he was getting into a train.

As the train started on its way they opened fire at him in a manner which he much resented.

Presently the train entered a tunnel. The novelist raised his hand in the darkness and administered to it a resounding kiss.

When the light returned he bent over to the two ladies, who were icily regarding each other, and said, with suavity:

"Dear ladies, the great regret of my life will be that I shall never find out which of you two has kissed me."

After that silence reigned.

* * *

The need for personal initiative in cases of emergency is well illustrated in the subjoined story by my friend Charles Peffley of George M. Clark and Company, Chicago, Illinois:

The owner of a menagerie was in Chicago on business when a telegram was handed him. It it read:

"The leopard has escaped. Prowling about town. What shall I do?—Bill."

Bill was one of those fellows who had to have explicit directions to do anything, even in an emergency. He was always afraid of making a mistake. The owner rushed from the table and sent a reply.

"Shoot him on the spot," he wired. Being unusually busy, he forgot all about the affair until about two hours later, when he returned to the hotel, and another telegram was handed him. It proved to be from careful, conscientious Bill, and asked:

"Which spot?"

* * *

Dictionaries are cheap. The supply of words out of which to fashion excuses is plentiful. What the world needs is less words and more deeds. The supply of the latter is never equal to the demand. Progress depends upon the man who delivers the goods. Fine words butter no parsnips and excuses do not sell nails or build houses. Every man of ambition would do well to keep the subjoined verses in the forefront of his memory:

The Man Who Delivers the Goods.

There's a man in the world, who is never turned down
Wherever he chances to stray;
He gets the glad hand in the populous town,
Or out where the farmers make hay.
He's greeted with pleasure on deserts of sand,
And deep in the aisles of the woods;
Wherever he goes—There's a welcoming hand—he's
The Man Who Delivers the Goods.

One fellow is lazy and watches the clock;
And waits for the whistle to blow;
One has a hammer with which he will knock,
And one tells the story of woe.
And one if requested to travel a mile,
Will measure the perches and rods;
But one does his stunt with a whistle and smile—he's
The Man Who Delivers the Goods.

One man is afraid he'll labor too hard,
The world isn't yearning for such;
And one man is ever alert—on his guard—
Lest he put in a minute too much.
One has a grouch on, a temper that's bad,
And one is a creature of moods;
So it's me for the joyous and rollicking lad—for he's
The Man Who Delivers the Goods.

UP TO THE MINUTE NEWS SIFTINGS

ADVOCATES SERVICE FLAG TO DENOTE REEMPLOYMENT OF FIGHTERS.

The United States Department of Labor, Information and Education Service, issues the following:

"I am heartily in favor of a service flag which will show the patriotism of the employer by indicating the number of soldiers and sailors put back into the positions they left for military service. Such a flag should have a place of honor in every store, shop, and factory, side by side with the original war service flag. The one, showing the number of employees who left for the war, has been considered the badge of patriotism of the institutions displaying it. The other, showing the number of returned soldiers employed, will be an even greater mark of credit. Because it will carry, not only to the men themselves, but to their friends, and to the public at large, the reassuring message. We have kept faith with the men who entered the country's service.

"There is a general disposition on the part of the employers to make a special effort to reemploy men drawn from their service into the war. This effort, by lightening unemployment and giving justice to the worker who went to war will in large measure avert calamity to our country and will stabilize labor conditions.

"The Department of Labor is reemploying each soldier and sailor who left to fight for his country. Not only this, but the returned soldier will receive the additional pay which has been added to his salary because changed conditions and scarcity of labor necessitated such a raise. You may be quite sure that one of these flags will float from the Department of Labor. I shall be proud to see it there, and proud of every star upon it."

This statement was made by William B. Wilson, Secretary of Labor, to Roger W. Babson, Chief of the Information and Education Service, in regard to a letter from a Western newspaper asking for the Secretary's indorsement of a service flag showing the number of sailors and soldiers being replaced in former positions. Several of these flags have been suggested in different parts of the country, and in one case a large Western newspaper has fostered the movement and has copyrighted the flag. This was done merely to prevent it from being used by some enterprising person in the interest of his own fortune, and the newspaper announces that every person is free to make, sell, and distribute the flag without royalty or hindrance.

The Secretary of Labor states that although the place the soldier or sailor had occupied may have been filled by a better worker than he, the obligation still exists on the part of the employer to reinstate the man who has been fighting for his country.

Some of these flags suggested are artistically designed. The one referred to by the Secretary has a blue background with red stars on a large white star, a numeral representing the number of reemployed men being in the center.

IS SOLD IN CONVENIENT CONTAINER.

The Peerless Aluminum Enamel, shown in the accompanying illustration, and made by the Nickel Plate Stove Polish Company of Chicago, Illinois, is put up in a very handy container. The powder is held in the cone-shaped part which screws onto the can containing the liquid ingredient of the enamel. This enamel can be used on any surface where a bright enamel finish with frosted silver effect is desired.



Peerless Aluminum Enamel, made by the Nickel Plate Stove Polish Company, Chicago, Illinois.

It needs no polishing, and may be washed the same as nickel. As it is moisture proof and prevents rust and decay, it is especially good for exposed metal work. This Peerless Aluminum Enamel can be used on exposed plumbing, radiators, steam pipes, registers, gas fixtures, sewing machines, bicycles, ornaments, flower pots, bird cages, brackets, banisters, screens, railings, stove trimmings, heater fronts, iron girders and supports, metal ceilings, elevator shafts, agricultural implements, automatic machines, letter boxes, butcher, bar and office fixtures, hitching posts, dancing slippers and all articles made of canvas and leather. Dealers can secure literature of its various products from the Nickel Plate Stove Polish Company, 358 East Illinois Street, Chicago, Illinois.

WHAT HONEST LIVING SIGNIFIES.

Honest living means putting back into the world as much as you take out of it. You don't live honestly if, being able-bodied, in good health, and of sound mind, you let somebody else pay your way. You don't live honestly if when you become a business man, you get something for nothing; from the Legislature or the city, or from your customers, or from your wage-earners. Put back in some way, in some service, or improvement, or benefaction, above all in a fair price and a just wage, as much as you take out of the resources of the earth, out of the revenues and common possessions of the community, and out of the toil of men. If you don't, you are a thief, even if you seem to be respectable, and people are fooled into believing that you are.

Industry pays debts, while despair increases them.—
Benjamin Franklin.

THE WEEK'S HARDWARE RECORD

Of Interest to Manufacturer, Jobber and Retailer

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 50 to 55 inclusive.

The House Hardware Company, Paris, Texas, has increased its capital stock from \$40,000 to \$80,000.

The Maryland Bolt Company, Baltimore, Maryland, plans alterations to its factory at a cost of \$25,000.

The Haynes Stellite Company, Kokomo, Indiana, contemplates the erection of two factory buildings in the spring.

The Grand Rapids Wire Products Company, Grand Rapids, Michigan, has been incorporated for \$10,000 by Peter D. Pearce and John H. Haven.

The United Enamel Ware Company, 620 East Sixth Street, New York City, was recently incorporated for \$10,000 by Y. Kornfeld and B. Shorr.

The Wright and Wilhemy Company, Omaha, Nebraska, dealers in wholesale hardware, have increased their capital stock from \$500,000 to \$1,250,000.

The Western Cartridge Company, Alton, Illinois, plans to build a brass mill and will convert a portion of its plant for the manufacture of brass novelties.

The Aerial Cutlery Company, 114 Hosmer Street, Marinette, Wisconsin, plans the erection of an addition, 30 x 130 feet, costing \$20,000 with equipment.

The S. & S. Supply Company, 541 Clinton Avenue, Newark, New Jersey, has been incorporated with \$50,000 capital to manufacture guns, firearms, ammunition, etc.

E. G. Plank of Plymouth, Wisconsin, has acquired the Holzschuh building, which he will utilize for the manufacture of patented milk can covers and other specialties.

The Madden Safety Razor Corporation, 1225 Madison Avenue, New York City, has been incorporated with a capital stock of \$400,000. The incorporators are C. B. Hobbs, C. L. Hays and C. A. Voetsch.

CANDOR AND ACCURACY ARE NEEDED IN RETAIL ADVERTISING.

While an advertisement of "seconds" so written as not to divulge the fact the goods are "seconds" may sometimes bring a better crowd to a sale because of the seemingly low prices quoted, such sales, in the long run, destroy confidence in advertising and do not pay, says a bulletin just issued by the Associated Advertising Clubs of the World.

An example mentioned by the Associated bulletin is that of a Michigan electrical goods dealer who advertised nitrogen lamps.

They were burnt out lamps which had been remade. They were plainly described as remade lamps on the label they bore, yet a customer of the store complained to the vigilance committee of the local advertising club that he had been defrauded. He thought they were new lamps, because there was nothing in the advertisement to the contrary.

The vigilance committee took the case up with the dealer and explained the necessity for describing such merchandise for just what it was. The management gladly refunded the purchase price to the displeased customer, agreeing, at the same time, to describe goods more fully in the future.

In many lines, "seconds" are sometimes sold without mentioning their quality in advertisements, and to meet this, Los Angeles, through the instrumentality of the truth-in-advertising department of the advertising club of that city, has passed an ordinance providing a heavy penalty for failure to describe such goods fully in an advertisement. An incomplete description in such a case, the Los Angeles advertising club believes, is unfair both to the customer and to competitors, and is, therefore, detrimental to the best interests of business.

HAS AN EXTENSIVE LIST OF SOUTH AFRICAN HARDWARE IMPORTERS.

Manufacturers and exporters interested in the hardware trade of South Africa may obtain, upon application to the Bureau of Foreign and Domestic Commerce or its district or cooperative offices, an extensive list of the importers, wholesale and retail dealers, and manufacturers' agents who handle hardware in British South Africa and Portuguese East Africa. The addresses are given in each case, together with an indication of the goods carried and the characteristics of the business. The list was prepared by Trade Commissioner Charles S. Williams. Inquirers should mention file Number 40135.

TEAM WORK BRINGS BEST RESULTS.

Learn to work with your fellows. It is not enough that you should tolerate them and avoid wronging them. It is not enough that you should mind your own business and be self-supporting. Civilization has been created and is carried on by team work. Get into the game. Take your part in the great collective struggle to make life worth while for everybody. Study to combine your efforts with the efforts of others in this great enterprise, tactfully, intelligently and effectively.

The place to begin to save money is on the little items rather than waiting for a chance to make some big spectacular saving—which will never be made.

Prudent but Sufficient Buying Is Consensus of Iowa Retail Hardware Convention.

As regards the paramount question of speculative buying, no dissenting voice was heard in the twenty-first Annual Convention of the Iowa Retail Hardware Convention, which was held February 12 and 13, 1919, in Des Moines, Iowa. All the members in attendance were agreed that it would be unwise to purchase commodities in excess of the current demand of their trade while the uncertainty as to prices continues. In the case of goods which are guaranteed by the manufacturers against price decline within a specified period, a somewhat different spirit prevailed. With respect to such articles many of the retailers were of the opinion that less reserve should be exercised. It was the consensus of the convention, as expressed by President E. M. Healey, that stocks must be kept up to the requirements of the business and that buying should be done oftener and in smaller quantities than usual.

Wednesday, February 12, 1919.

Pleasant and appropriate music marked the beginning of the convention Wednesday morning, February 12, 1919, at 10 o'clock in the Assembly Room of the Wellington hotel, Des Moines, Iowa. A representative of the local Chamber of Commerce welcomed the assembly to the city of Des Moines in words whose cordiality and sincerity left no doubt of their genuineness in the minds of the hardware dealers. Following a fitting acknowledgement of the welcome came the annual address of E. M. Healey, President of the Iowa Retail Hardware Association. His speech gave evidence of much thoughtful preparation and was received with gratifying approval by his audience. It was substantially as follows:

President E. M. Healey's Annual Address to the Convention of the Iowa Retail Hardware Association, Des Moines, Iowa, February 12, 1919.

"Three thousand years ago—in King Solomon's time—the city of Tyre, at the Eastern end of the Mediterranean Sea, was the financial and commercial center of the then known world. Their ships carried merchandise and supplies to all parts of Europe and Africa, and the warriors of those days were dependent upon the ships of Tyre to transport their armies. Times and morals change. Today the little town of Sur, on the Syrian coast, is all that remains of Tyre. The shifting sands have filled the great harbor. The course of Empire moves eternally Westward, centered in various European countries, and in 1914, at the beginning of the greatest war in history, Great Britain controlled the commerce of the world. Previous to that time, the United States owed England, then the richest nation on the globe, so much money that the annual interest was three hundred million dollars. Now, England's debt to us requires her to pay us a hundred and fifty millions a year interest. Before the war, we owed about four billion dollars abroad. Today, the net indebtedness of Europe to us is over ten

billions of dollars and the annual interest we will collect will be more than five hundred millions of dollars. We possess one-third or more of the total wealth of the earth. The United States is now the richest nation and the financial center of the world. Down through the centuries the countries of the old world have controlled the commerce of the world, until now it is handed not to plotting Germany, but to the United States—the most wonderfully endowed nation of all history.

The Spiritual Grandeur of Our Nation.

"One year ago when we met, we were in the midst of the most cruel and destructive war the world has known, and the toll it has collected still makes us shud-



E. M. Healey, President Iowa Retail Hardware Association.

der. Terrible as this war has been, yet it has displayed the spiritual grandeur of our nation, and the nobility of the race, and the principles we have fought for in this war shall go down honored and cherished to our children. Now as the smoke of battle disappears from our horizon, each of us is greeted by a new day, a new future, new opportunities to render a more genuine service to mankind. We feel a bit more keenly than in the past, our obligations to the age and generation in which we live, and are eager to pay our obligations, each according to his talent in the coin of unselfish service and unstinted justice. As the agony under which men and women have lived for the past four years passes away, there must inevitably come a spirit broader in its worldwide scope than any known in the past, for the fullest utilization of all the great agencies of business which make for the advancement of mankind. We are facing, therefore, a condition

which must lead to great business activities. Railroad and shipping facilities will have to be greatly expanded to meet the present and coming needs.

What We Must Have to Retain Commerce of World.

"We control the commerce of the world and to retain it we must have the ships and tonnage to handle it. Billions of dollars must be spent on our highway systems. No building, except for Government purposes, has been done the past two years. Thousands of dwellings must be built and the high prices paid your farmer customers for their products will justify new improvements and new machinery for the farm. Schools and public buildings held up by the Government will now be pushed through to completion. War devastated Europe will need all kinds of building materials. The farmer boy who has spent the past few years traveling all over the globe in Uncle Sam's uniform is not going to be content with the old order of things; the range of his vision has been lengthened; he has seen things the past few years that you and I have not witnessed in a lifetime. Possibly he had been driving an army truck in France. Do you think he will go back to the farm and plow with a pair of mules? Not he. Dad will have to get him the latest tractor if he wants to keep the boy on the farm, together with all the other improved mechanical devices that make farm work easier and more pleasant.

Agriculture is in a Dominating Position.

"The farmer is holding the whip hand. He is riding on top of the world. An ever increasing demand for his farm products at high prices means better machinery, better clothes for his family, more home conveniences, electric and power washers, lighting plants, cream separators, gasoline engines and everything we hardware men have to sell them.

Changed Conditions Meet Returning Fighters.

"But the farmer boy who has been serving his country is not the only one who is going to have changed conditions on his return to civilian life. Think what a force this returned bunch of our young manhood will have on the business and industrial life of the country and what political possibilities are theirs if they pull together. We older men who have been running the business and the Government the past four years will have to sit up and take notice or we will be put in the discard. I am expecting my boy home from France soon and feel certain he will tell me how they do it in the Navy and that my way is old-fashioned and not modern, and believe me, his opinion is going to have some weight with me.

The Probable Trend of Prices.

"Now we are all wondering what prices will do the next few months. Everyone conceded that all prices of merchandise are abnormally high. The cancellation of government contracts will throw many goods on the domestic market, which means lower prices, although the manufacturers claim goods will not be lower if the present wage scale is maintained. The manufacturer, of course, must protect the jobber with the large stock and give him a chance to unload before prices break.

Advises Against Speculative Buying.

"This is no time for speculative buying. Let the jobber carry the bag this time. Keep your stock up;

you must have goods to do business, but do not buy more than you will want for immediate needs. Buy oftener and in smaller quantities than usual. Reconstruction means prices to come to such levels as the changed conditions warrant. The tendency now is to sit tight and await developments.

Spirit of Fair Dealing Is Essential.

"The Reconstruction Congress of American Business at its recent Atlantic City meeting adopted a platform consisting of two main planks. It stood for the principles that business, facing the task of integrating itself nationally, must organize itself along sound business lines; and that a spirit of liberalism and fair dealing must characterize its every relationship. The industrial activities of the future, said Mr. Requa of the Fuel Administration, must be founded upon cooperation; and unrestricted competition must follow its blood brother "frightfulness" into the limbo of oblivion. Judge Cary, of the United States Steel Corporation, tells us it is imperative that we exercise prudence, deliberation and courage, as the reconstruction period may bring economic demoralization and depression and possibly panics, and we must be on our guard.

Predicts New Standards in Business.

"A new order comes. Business will readjust itself and soon, but never to the scale of pre-war days. New principles, new standards for the conduct of business, replace the old.

Outlines Progress of the Association.

"Our State Association is one of the leading States in the National Association. We now rank eighth in the number of members. I will not enlarge upon the activities of the National Association as we have Mr. Hussie, our National President, with us tomorrow, and he no doubt will give you this information in detail. For the past two years we have endeavored to get a field man to work with our Iowa members, but have failed to connect with the right man. This plan has been worked very successfully by other State Associations. A field man is a hardware specialist. Working in conjunction with our National Association he is able to suggest improvement in stock arrangement, sales, advertising and accounting; and write insurance for our hardware mutuals. I trust the time is not far distant when we may have such a man working in Iowa.

Saving Effected in Insurance.

"In the item of insurance alone a member of the Hardware Association will save his annual dues many times. For instance, our State Insurance Association rebates you 40 per cent from the board rate. Last year, on \$14,500.00 carried on our stock with hardware mutuals we were rebated \$92.83, and on our automobile and truck fire and liability insurance we were rebated \$29.15, a total of \$121.98. Where can you get an investment of \$3.00 a year that pays larger dividends? We could afford to pay \$100 a year for the privilege of being a member of the Iowa Association, and still be ahead of the game. Place more of your insurance with the Hardware Mutuals."

At the conclusion of the foregoing speech, an address was made by John A. Gunn, President Employers' Mutual Casualty Association of Iowa, giving reasons

why all employers in Iowa should stand together in the matter of compensation insurance. "It behooves the business men of Iowa to combine their interests for the protection of their rights," he said, "both as against obnoxious legislation and excessive insurance rates."

Remarkable for its clear thinking and forceful diction is the annual report of A. R. Sale, the efficient Secretary of the Iowa Retail Hardware Association. He is essentially a constructive optimist. Knowing what has already been achieved through organization, he has confidence in the power of cooperation to solve our present economic perplexities. The salient portions of his address are herewith reproduced:

Yearly Report of A. R. Sale, Secretary Iowa Retail Hardware Association to the Twenty-First Annual Convention of the Organization, Des Moines, Iowa, February 12, 1919.

"The year that has passed since our last meeting will go down into history as the most momentous in the records of human affairs. Empires have disap-



A. R. Sale, Secretary Iowa Retail Hardware Association.

peared like the mists of a sunrise. Russia, once feared by all Europe, has become only a menace to itself. Germany, that dominated the whole civilized world for four bloody years, whose armies and navy one year ago were rapidly sweeping all traces of civilization from the land and the sea, has become powerless and a threat only to its own existence. It will take years properly to visualize the magnitude and full meaning of the changes that one short twelve months has brought about.

America Turns the Tide.

"One year ago the long cherished dreams of Prussian diplomacy were so nearly fulfilled that her engineers had nearly completed the recharting of European geography. France had been fought to a standstill, and was looking, with blanched face, to her great sister Republic of the West for help. England was making her last stand for the freedom of the world, buoyed up by only one hope, that the long delayed active participation of our Armies and Navy might

gain sufficient force to prevent the impending catastrophe of a complete success of the Prussian scheme of world conquest.

"But they did not hope in vain. The call of Freedom, the voice of Liberty had been heard and early in 1918 with an army of 690,000 in France, we began to vindicate our honor and assert our glorious birthright. In June the magnificent victory at Chateau-Thierry began the turn of the tide that finally engulfed the German forces and demoralized the whole Prussian plan of World Domination. By November two million Yankee troops had been transported, with but minor losses, a feat alone that historians will struggle with for the next decade in recounting the difficulties of such an undertaking.

A Marvelous Achievement.

"Our country became one vast camp of armies in training and our Navy grew by leaps and bounds from a negligible power to the second most powerful navy in the world. Fourteen hundred ships were added in one year. One hundred and twenty-five new ships being launched in one day, July 4th. Two thousand millions of dollars having been spent at the 700 shipways constructed, and all last summer we were sending the best fighting men the world ever saw at the rate of 300,000 per month across the Atlantic Ocean in spite of 'hell and high water.' And every boat load that landed was breaking down the German morale and spelling defeat to every man of them that knew what was being done. And in November they rushed hot foot to Foch and signed an armistice that was more humiliating than the march of our boys through the streets of Berlin, or the sinking of their much boasted navy in the cold waters of the North Sea. The 'Great War' ended with a crash in November.

"Loaded transports were halted in mid-ocean and returned to our shores, and the American Expeditionary Forces began embarking for their return as fast as transportation could be secured.

Our Energies Must Now Be Reversed.

"The whole energy of the Nation is now to be reversed in demolishing the vast military and naval structures that an astonished world saw erected in two short years. Restoration of the business of the country to normal peace conditions may prove a more perplexing problem than the creation of an army and a navy commensurate with the task set before them, and worthy of the Nation whose flag they carried.

"We, in Iowa, are of course especially interested in reconstruction plans that have to do with a better development of agricultural pursuits and those things so intimately connected with farm life that have such close ties to our own business.

Need for Better Farming.

"We have very little virgin soil left in Iowa, but we have a large acreage in every township in Iowa that is skimmed over and poorly cultivated, and every movement that leads to farm improvement and more intensive production should enlist our most careful attention and activity.

"In fact we have become so used to hearing the praises of Iowa sung in such flattering tones that we have settled down to a comfortable complacency and

contentment that has lulled us into a feeling that there is little more to be done, but to keep things moving as they are.

"Being richly endowed by a kind Providence should make us feel a deeper responsibility to ourselves and to our commonwealth to make of our heritage all that it is capable of. To know ourselves is one of the great accomplishments of education, and to see ourselves as others see us, is often a means to greater development.

Honors Memory of M. L. Corey.

"In reviewing the affairs of the past year in Association Circles we naturally look to the National organization and its activities.

"At the Cedar Point meeting held in June, many important matters were submitted by Secretary Corey in his last report to that body. At that meeting he voluntarily withdrew from active work in the National office, and his Assistant Secretary, H. P. Sheets, was selected to fill the position. Only five months later he was called to pass forever from the scenes of his active life. The news came to a number of Secretaries who were assembled in Chicago at the call of Secretary Sheets on the morning of November 11th. We finished the work of the day, also the sessions of the Insurance Secretaries on the following day and then went in a body to be present at the funeral of our old chief at his home in Argos.

"Our Board of Directors at its session in Des Moines on November 26th, passed the following resolutions commemorative of Secretary M. L. Corey and his work:

"Be it Resolved by the Board of Directors of the Iowa Retail Hardware Association: That the passing of M. L. Corey from our Association circles brings profound sorrow to those who had the privilege of his personality, and removes from every hardware organization from the village store to the gatherings of the state and national councils, the most potent force known in its history.

"Iowa contributes her wreath of immortelles to the memory of the man who so steadfastly and unselfishly gave the best of his life and endeavors to the principle of organized cooperation of hardware craftsmen. His ideals and standards will remain as incentives and fanfares to the thousands of association workers who have rallied to his call.

"His sterling integrity, unswerving purpose, intelligent foresight and masterly accomplishment will forever remain as beacon lights and guiding stars to those who are seeking safe harbors from the storms on the rough waters of commercial activities.

"This Resolution passed and ordered placed upon our records and copies transmitted to the offices of the National Retail Hardware Association and the National Hardware Bulletin at a meeting of the Board of Directors of the Iowa Retail Hardware Association held in the city of Des Moines on November 26, 1918."

"Secretary Corey in his last report emphasized the development of the Special Service Bureau of the Argos office showing that its work was appreciated by our affiliated membership, and that inquiries were made numbering four times that of another great na-

tional organization that prided itself on its Information Service to its membership.

Advocates Better Business Methods.

"He also emphasized the important work being developed by the Hardware Trade Survey. The results of this effort have been of benefit to our membership not only by the tabulation of the results and the visualization of same in the graphic charts published in the Bulletin and presented on the platforms of our state meetings; but by the indirect benefit resulting from the lessons learned by our members when they were called upon to contribute the data from their own establishments. The replies have not been as many from the Iowa field as we hoped to obtain, yet we had the satisfaction of knowing that where no report was forthcoming, that we had developed a lively interest in the accounting department of many establishments. When this work is finally finished it will be of untold value, and will have developed an analytical inspection of business methods and policies that will place us all on a more modern and scientific basis in relation to the results of our merchandizing efforts.

Changes Proposed in National Association.

"The next session of the National, the 20th Annual Convention was not dated and located last June, but has since been fixed for Atlantic City, during the last week in June, 1919. The session promises to be important on account of many reforms and changes in the organic law of the Association, and the question of the future official home of the National office.

"A conference of several mid-west secretaries occurred early in November, previous to the regular Annual Conference of the Insurance Secretaries. At this time there was submitted a plan for a reorganization of the National Association. New departments of activity proposed and a larger efficiency obtained from National meetings. Also a system of National control of State offices and service, including reports of all work and data to the National office and all Insurance activities.

"The plan appears practical and much more efficient than our present method or lack of method. It practically eliminates all junketing, and picnic excursions, and puts the National Meetings on a strictly business basis, reducing the representation and general expenses. The plan is faulty in some respects as no basis of representation seems to have been worked out and a small association with 100 members will have the same voting power as one with 1,000.

"A state having an Insurance Department will have 60 per cent more voting power than one without such a department; but doubtless these inequalities will be ironed out before any such plan could be adopted by the National body.

Cooperation Is Keynote to Success.

"The best good to the greatest number. For when all is said and done in building up a trade association have we not proceeded on the same course as our forefathers when they cooperated to organize a plan of government for the best interests of every citizen. Cooperation is the successful keynote to every great movement in history, whether of political, social, religious, or business development.

"In the victory of the allied armies, we see the working out of this great principle, both in the accomplishment and the purpose of the awful contest, which was to forever establish the common good, and welfare of mankind as opposed to the selfish domination of those whose motto was that 'Might Makes Right.'

"That the will of the powerful few must impose itself on the many for the betterment of all. In the working out of the vast problem of a permanent peace for the world the solution must rest on the principle of the cooperation of all for the common good."

The morning session closed with the appointment of committees on resolutions, nominating, and auditing. The audience slowly disbanded, many of the dealers forming small groups which lingered to discuss points of interest which were brought into prominence during the morning's session.

The afternoon session of Wednesday, February 12, 1919, was convened at 2 o'clock in the Chamber of Commerce Auditorium. Its program consisted of two addresses and discussion of their topics. The first was on "Sales and Profits," by E. G. Weir of Dowagiac, Michigan; and the second on "The Steel Market," by H. A. Squibbs of the American Steel and Wire Company, Chicago, Illinois. An hour was then devoted to the problems presented through the Question Box, which was in charge of a committee consisting of E. C. Haas, F. B. Bolinger, and W. J. Deering.

Thursday, February 13, 1919.

The morning session of Thursday, February 13, 1919, began at 10 o'clock in the Assembly Room of the Wellington hotel with the following address by M. D. Hussie of Omaha, Nebraska, President National Retail Hardware Association:

Address of M. D. Hussie, President National Retail Hardware Association, to the Twenty-first Annual Convention of the Iowa Retail Hardware Association in Des Moines, Iowa, February 13, 1919.

"On the 6th of April, 1917, America found herself thrust into the arena of war in defense of her own rights and the liberties of the world. With a quickness beyond the understanding of other nations as well as ourselves, our peaceful thoughts and energies were transformed to the blood-stirring activities incident to vast human destruction.

The Pessimists Predicted Failure.

"Croakers there were without number who tried to spread gloom and depression by calling attention to our unpreparedness and our supposed total inability to cope with the problems of war as they confronted us. They pointed to the much talked of efficiency of the Prussian military machine, forty years in the building, and asked how we could possibly hope to develop our miniature army into an effective fighting force in the short time at our command.

"They measured our productive capacity against possible requirements for munitions and other war supplies, and decided that our resources were far short of our necessities. They compared our insignificant navy with the navies of Great Britain and Germany, and concluded we were as helpless on sea as on land.

A Marvel of Organized Speed.

"And yet in spite of all these croakings, in spite of all the prophesied calamities, our peace-loving, but earnest, people sprang to arms almost over night. We saw great cantonment cities built in an inconceivably short time; we saw our boys mustered into the service and mobilized in these camps for intensive training; and from military nothingness we saw spring up in a few short months a military organization that was the marvel of the world. We saw these forces transported across seas on a scale hitherto undreamed of, with full protection from the submarine menace.

Immortalized Chateau Thierry.

"And then in the darkest hour—when success seemed to be altogether with the enemy, and the great German hordes were pushing forward and crowding the gates of Paris—when the Allies were steadily retreating and in apparent danger of being crushed—these boys who knew nothing of militarism, who were



M. D. Hussie, President National Retail Hardware Association.

supposed to be wholly deficient in training—these boys who had not yet been tried by fire—went into that hell of battle which immortalized Chateau Thierry and Belleau Woods, and held the line—stopped the Hun hordes, and so reversed the military situation that from thenceforth the enemy's retreat never ceased until the autocratic powers begged for mercy and the armistice was signed.

Face Problems of Peace with Confidence.

"Meantime, our Navy had been so efficiently organized and equipped that the investigators who sought only to condemn reported in terms of highest praise, and the manner in which it performed its duties as a part of the grand fleet in freeing the ocean highways of undersea pirate craft will long redound to the credit of American initiative and forcefulness. Surely, then, the nation which accomplished the seemingly impossible in such a short time, to the astonishment of the whole world, may face the problems of peace with calmness and confidence.

We Must Act Against Evil Propaganda.

"We are passing through times the like of which history does not record. The entire world seems to be in danger of being taken by the throat by the red hand of Anarchy and it behooves thoughtful men and men who believe in law and order not only to sit steady in the boat, but to take some concerted action to offset and counteract the wild doctrines and evil propaganda being spread broadcast through even our own country and which prove a pitfall and a trap for the undoing of the thoughtless and ignorant.

The Dangers of Bolshevism.

"Bolshevism also, at which we scarcely looked twice when it first was called to our attention, has invaded even some portions of our own land and unless you men who have helped to build this Government and who have given of your blood and time and treasure to maintain it put down these lawless and criminal anarchists, who under the red flag of Bolshevism and Anarchy are gathering in small but dangerous groups in some parts of the country, they may sweep this country as they are sweeping some of the old world countries with death and destruction. They talk of 'free press' and 'free speech' and, under shelter of our constitution, proceed to tear that same constitution into rags and poison the minds of the unthinking or unfortunate. It is up to us not only to recognize certain facts, but to call these facts to the attention of the general public. In the first place, we are the favored nation of the world today, owing to the fact that we enjoy the highest national credit with the lowest national debt.

Crops Have Been Bountiful.

"We are in an agricultural country, statistics showing that over 52 per cent of the population of the United States is agricultural. Crops have been bountiful and the world demand for food is still strong and bound to continue. There is work and fair wages for every man who wants it, and no possible excuse for the existence of the Anarchist or the Bolshevist.

"At the meeting of the Reconstruction Congress of American Industries held early in December at Atlantic City, a gathering composed of representatives of every industry in the United States, these and many kindred topics were discussed at great length. Representatives of the Government were also there, who in turn assured the world that the Government was ready and anxious to cooperate in every possible way and render all possible assistance in getting business back into normal channels and easing the strain when government contracts were canceled and government owned supplies and materials were returned to regular channels for distribution.

"You can readily understand that demoralization that would issue were the Government suddenly to cancel all the war contracts and to turn merchandise already delivered but not used back into the channels of trade.

Disposal of Government Supplies.

"It was the sense of the meeting that the Government should adopt a liberal policy in the cancellation of war contracts and a willingness to retain possession of materials owned or controlled, releasing them only as fast as the market can absorb them without stop-

ping production during the time necessary for the trade to assimilate government owned stocks. Only in some such way can these large surplus stocks of material and manufactured products be absorbed without creating a business panic.

War Achievements of American Business.

"American business has every reason to be proud of what it did and what it helped to accomplish during the war. I always thought it was more trying and difficult to stay at home and help provide the wherewithall to conduct the war and keep the boys at the front than to go over there and help do the actual fighting.

"You retail hardware men have reason to be proud of your efforts in both regards. You gave your sons and young men to do the actual fighting, some of them never returning, and you gave your time and money freely and eagerly and gladly to keep them equipped as no army ever had been equipped and sent to the field before.

"You were at the front in every war activity. In every community almost the hardware man was a director of the various drives for Liberty Bonds, War Saving Stamps, Red Cross and Y. M. C. A., and all the other systematized methods for raising the enormous volume of money necessary to finance the war. In Food Conservation and Fuel Conservation they were almost universally the leaders, neglecting business to act as Chairman of the various movements. You can take it from me, you were not asleep on the job, either, but when you had charge of the Food or Fuel Conservation in a County or Township the Food or Fuel were conserved.

"While this has been perhaps a subject for surprise to the casual observer, to me who am of the hardware tribe pure and simple, the unswerving sense of duty, the persistence, the almost granite firmness displayed by the retail hardware men in the conduct of affairs outside of their own business has been a source of constant and gratifying pleasure.

Stout Backbone Is Needed.

"For to judge by the way many of us conduct our own business, one would be led to believe that we had no backbone at all or at the best but what the scientists call a rudimentary one. I am indeed glad that it has been demonstrated during the last year and a half that we not only have a backbone, but that we have brains enough to use it, and now that we know that we possess this so necessary part of our anatomy and have become accustomed to using it. I most sincerely hope that we will continue to use it in our own business.

"Because the lack of backbone is the cause of a very great many of the business ills that beset us. Lacking its use we are poor buyers, we are poor collectors and we are poor payers. How often does some smooth fellow overload us with a stock that our hunch tells us we should not take on, but our backbone is not strong enough to support our hunch?

Prompt Collection Is Urged.

"How many of us allow our accounts to drag on for 90 or 120 days or perhaps even six months or a year instead of insisting on a 30-day or 60-day settlement, before we muster up enough stamina to ask

for our money? Then as a rule our troubles begin in earnest, for it has been truthfully said that if you want to lose your best friend trust him for 6 months or a year and then insist on payment. Almost always he gets mad, for you might have known he was going to pay you as soon as he thrashed or husked or milked or something.

"Then, being poor collectors, we are sometimes poor, or I might more correctly say, indifferent, payers. We have the very best intentions but sometimes we drift into the habit of thinking that 2 per cent ten days and 2 per cent twenty or thirty days are one and the same thing. So, my friends, I say again, let us use in the development and control of our business the same diligence and firmness we displayed in the nation's business.

Retailers' Attitude Toward Labor.

"Now, regarding our attitude as organized retail business men toward some of the momentous questions that will be before the National Government for early settlement. Notably our attitude toward labor.

"I believe the principles advanced by Mr. John D. Rockefeller, Jr., at the Atlantic City convention should have our fullest indorsement. Labor and Capital, he maintains, are partners, their interests are common and neither can obtain the fullest measure of prosperity at the expense of the other.

"Every man is entitled to an opportunity to earn a living, to fair wages, to reasonable hours, and proper working conditions, to a decent home, to the opportunity to play, to learn, to worship and to love as well as to toil, and the responsibility rests as heavily upon industry as upon Government and society to see that these conditions and opportunities prevail."

Conjectures as to Immediate Future.

"And now as to the immediate future of business in general and more particularly the retail hardware business. I try to visualize the immediate future and I must confess I find it hard to do so. The sources of information seem to be so utterly at variance that to try to reconcile them seems almost impossible. For instance, we are informed that there can be no decline in steel and iron basic supplies and almost on the top of this comes the announcement by one of the big men in the business that a reduction should be made. Then we are informed that if steel does go off \$10 per ton it would make little or no difference in the manufactured product, this difference not being visible to the naked eye.

"We are told by Mr. Frank Morrison, Secretary of the American Federation of Labor, when he appeared before the House Immigration Committee in Washington last month that he feared we were going to have bread lines in every industrial center in the United States before May 1st, unless Congress looked after the returning soldiers until business could pick up. He stated that before the war there were 3 million more men than jobs in the United States, and he recommended that Congress bar all immigration for the term of 4 years.

Sees No Great Decline in Prices.

"So there you have several kinds of expert opinions and on top of them I am going to add mine, which

is not expert at all and perhaps is not worth adding. I believe by May 1st we will see the pulse of business quickening everywhere. By that time prices will have declined somewhat in almost every line, but I do not look for any great decline anywhere. Certain lines we all know had no just cause for the abnormal raise. They sustained other than sympathy with the general upward trend. These will, I think, show the greatest decline. Labor will continue to receive the present high scale except in some cases where abnormal bonuses are paid by war contractors or Government.

Predicts Big Revival of Business.

"To sum the situation up from all angles, I believe we should prepare for a healthy resumption of business during the coming spring and summer. But bear in mind that during the next two years we will be engaged in the biggest task of our lives.

All Are Interested in Prices.

"It is only natural that prices should be one of the chief topics of discussion at this time. Manufacturers are interested in prices because any radical reductions would leave them heavy losses on high cost materials and labor.

"Distributors are interested in prices because sharp declines would bring them losses on the high cost merchandise on their shelves.

"Consumers are interested in prices because of the natural desire to get everything as cheaply as possible.

"It is admitted that prices must eventually seek lower levels, but such changes can only come with similar changes in living costs and wages, neither of which can be expected for some considerable period.

"Jobbers, while admitting that drastic changes are unlikely, hold the opinion that there will unquestionably be a downward readjustment before many months pass, and for the most part are placing their orders for current needs only.

"Retailers apparently concur in this view, and are placing their orders no farther in advance than necessary to give them reasonably complete service with which to supply customers' needs. Consumers also have been holding aloof in the hope of lower prices, and heavy buying can hardly be expected until a new mental attitude is developed and confidence in price level established. Thus it is that business has been marking time, in practically all lines, pending the growth of confidence in price levels.

No Advantage in Immediate Price Decline.

"Though jobbers, retailers and consumers all might naturally prefer to buy at the lowest markets, the *Boston Commercial* very properly points out that there is no particular national advantage to be gained by an immediate decline in commodity prices.

"Nobody wants a panicky condition which would undoubtedly be brought about should a concerted effort be made to depress values. The graduated policy is, therefore, far best for all interests, including the consumer.

"Such a policy will give manufacturers, jobbers, and retailers an opportunity to get rid of their high cost goods without serious loss, and through careful

buying the scale down can be made with much less harmful effect than would otherwise be possible.

"For these reasons retailers should not hastily reduce prices below the point of fair margins. And they should heed the sound advice which some wise man has given:

"Buy wisely, pay promptly, sell prudently, collect promptly."

After President Hussie's speech came an address on "Income Taxes: 'Accounting,'" by Clayton B. Stiver, L.L.D., Director of Department of Taxes, Iowa Manufacturers' Association. The morning session concluded with an interesting discussion of queries propounded in the Question Box.

The convention reassembled Thursday afternoon at 2 o'clock in the Chamber of Commerce Auditorium to listen to two addresses—one on "Liability and Compensation Insurance," by the Honorable A. B. Funk, Industrial Commissioner of Iowa, and the other on "Economics of Retailing as Applied to the Readjustment Period," by William Bethke of Chicago, Illinois. Tentative solutions of difficulties found in the Question Box occupied the time of the convention until 4 o'clock, when the assembly resolved itself into the Sixteenth Annual Meeting of the Iowa Hardware Mutual under the presidency of L. C. Abbott. The latter's yearly address was followed by the annual report of A. R. Sale, Secretary of the Iowa Hardware Mutual. The principal paragraphs of Secretary Sale's report are herewith reprinted:

Report of Secretary A. R. Sale to the Sixteenth Annual Meeting Iowa Hardware Mutual, February 13, 1919, at the Twenty-five Annual Convention of the Iowa Retail Hardware Association, Des Moines, Iowa.

"The acid test of any Insurance concern is its capacity to pay losses. Judged from that standpoint, the Hardware Mutuals as a group make a most excellent showing. The fact that a company has a large amount of assets proves nothing as to its soundness. The fact that it has a large amount of Insurance in force may, indeed, be a weakness. But the relation of these two elements gives the true key to the strength of the institution. We find by comparing these items in a group of seven largest Stock Companies an average ratio of \$12.77 to each one thousand of insurance liability. The average of the Hardware Mutuals shows \$22.12 to each one thousand of insurance liability. This is 73 per cent more loss paying capacity than the largest stock companies. The Iowa Hardware Mutual with \$175,000.00 assets and eight millions of Insurance in force shows an average of \$21.87 of assets for each one thousand of insurance carried upon the books of the company. This is 71 per cent higher paying ability than the average of seven of the largest stock companies writing business in Iowa.

Explains Correct Basis of the Reserves.

"Last year, in presenting the proposition that the basis of the reserves of fire insurance should be changed from the illogical practice of a fixed percentage of the premium to the only logical method, namely, to a percentage of the risk assumed, my purpose was to guarantee the solvency of fire insurance concerns

and to effect a reduction in the cost of insurance. The excessive cost of fire insurance has especially led the merchants and manufacturers of the country to attempt to find some way of escape. Several years ago a series of Lloyds insurance concerns grew up, especially in some of the western cities. Interinsurance, as it is called, is now becoming popular, and reciprocal insurance and schemes for inter or mutual insurance are multiplying.

Mutual Insurance Is Sound Principle.

"The principle of mutual insurance is perfectly sound and entirely correct, but it is apt to make trouble unless there be a sufficient premium collected and, most important of all, a sufficient reserve maintained to pay the losses when they occur. The disastrous experience of many of the mushroom Lloyds of 15 years ago will give ample proof of this truth to any who choose to look up the record. Nothing is more important for the success of mutual insurance than that it maintain reserve sufficient to make solvency certain. There is danger that unless a safe and adequate system of fire reserves be made compulsory by the State, designing promoters will turn their attention to the mutual field. Calling a company mutual does not make it actually so, and the very absence of a capital stock requirement as the mutual idea grows will attract shrewd manipulators whose chief asset is the English language and who are serving their own ends while seeming to be serving others. The public has two concerns as to insurance. The first is financial soundness—ability to pay the losses by the company—and the second is that the cost shall be as low as possible. A proper reserve system is essential to attain both these ends.

"The public demands, and rightly, that fire insurance be furnished them at a lower cost than it is today. This demand is growing in strength everywhere. Fire companies can heed it now if they will, and with no great difficulty considerably reduce the expenses of conducting their business. In any event an informed public will tend to turn more and more to the mutual form of insurance and the final, and not improbable, result of a persistent refusal by the stock fire companies to mend their ways will be that the business of fire insurance will be undertaken by the State.

Completes Very Successful Year.

"The Iowa Hardware Mutual has just completed one of its most successful years; in spite of the development of some internal difficulties growing up in the group of companies known as the 'Hardware Mutuals' which perhaps are only natural tendencies of successful operation.

"All but one or two of these institutions owe their origin and successful operation to the mother associations who gave them birth and loyal support, The Retail Hardware Trade Associations. So remarkable has been the growth and the success of these companies that it has brought into our field of service a new environment and ideals of management.

Undesirable Competitive Methods.

"Organized to serve their own local state organizations, to supply the necessary funds of operation for the proper maintenance of the trade association offices as well as to furnish the service of Insurance at cost

to the membership, just as was our own company they found the plan so popular that some have cut away the local ties and 'apron strings' and have gone out into a National field of operation, with an organization in full blast in many State Insurance Departments. With a staff of traveling representatives that are piling up the business in such volumes that in several cases they have more insurance in force in some states than in their own home state. In single cities they are carrying risks that equal nearly all their surplus. Competition among their agents is running rife and 'twisting' of policies from one Hardware Mutual to another for the sake of the commission incidental to the change of company, has become a common practice.

"Disparagement of one Hardware Mutual for the benefit of another is not an unheard of thing, especially when the transfer means 20 per cent commission to the agent who thinks he has discovered a flaw, or a slight difference in dividend rates.

Favors National Control.

"Plans are being formulated to extend the field of service to include other than hardware risks to meet the competition of the general service mutuals who, of course, are invading the territory of the hardware field. In other words the ideal of the Hardware Mutual as an adjunct or department of service for the Association is to be treated as old fashioned 'bunk.' The building of a big Insurance organization has usurped this old foggy notion, and the race is fairly on to that end.

"The whole field is too limited to permit of such plans being carried to a successful issue. There must either be a merger to prevent insolvency produced by competitive methods, or a system of National control regulating the field and arranging the territory and the terms and conditions of prosecuting the business.

"A large part of our time at the last Conference of Insurance Secretaries was taken up by these problems and a primary step taken to prepare a report on a reasonable division of territory; but any plan of National control does not seem to be acceptable to the larger companies. Yet nothing could be more logical in its inception or more easily carried out in its operation.

Results Are Satisfactory.

"Coming now to the review of the results of the year's work in our own office we have reason to be well satisfied with the figures. In spite of the difficulties we have referred to we have increased our Insurance in force to the amount of \$643,898.28. We have written \$1,165,993.77 of new business which shows a net cancellation of \$552,095.49. This is, of course, much larger than the ordinary course of business would indicate, and is to be accounted for by the conditions described earlier in our report.

"The cost of acquiring our new business has been \$1.75 per thousand in commissions paid, when the average cost on the basis of a 20 per cent commission is \$5.00 which develops the fact that 65 per cent of our new business has been acquired through the direct work of the office and the voluntary assistance of our policy holders without the solicitations of agency work.

"The assets of the Association have grown from

\$145,586.05 as of January 1, 1918, to \$174,279.43 as of January 1, 1919, or a gain of \$28,694.38, or an increase of approximately 20 per cent.

"This, of course, indicates a light loss ratio for the year, the amount of losses paid for the year being \$36,431.05, which makes a loss ratio on the premiums in force of 25 per cent. Our average loss ratio computed for fourteen years being 38 per cent. This gives us a reduction of 35 per cent below a fourteen year average.

"The losses paid in Iowa were \$9,712.64 and for out-of-the-state, \$26,719.41, or 25 per cent to Iowa members and 75 per cent to policy holders of other state associations. The business in Iowa being about 40 per cent and out-of-the-state 60 per cent, shows a somewhat higher loss ratio for outside risks than for Iowa business.

Figures Indicate Prosperous Growth.

"These figures demonstrate a very strong growth and an increasing popularity of this department of Hardware Association activity, and it is certainly much to be desired that the remarkable result produced will not divert the course of its progress away from its true foundations and source of strength as an integral department of the State Associations, and the National Retail Hardware Association.

"Permit me again to express to the officers and policy holders of the Iowa Hardware Mutual my deep appreciation of your loyal support of the office in our endeavors to serve you in this department of our work. We shall heartily appreciate your suggestions and assistance at any time. Send to us whenever we can be of any service in your insurance matters and keep us informed of any developments in the field that may be of mutual aid and benefit in keeping our own organization in the forefront and of the highest type of service to every policy holder and member of the Iowa Retail Hardware Association."

At the termination of Secretary Sale's report, the Auditing Committee submitted its report. The Insurance Question Box furnished material for several instructive talks. The meeting of the Hardware Mutual then adjourned and the convention of the Iowa Retail Hardware Association resumed its course. Reports were made by the Committees on Auditing, Resolutions, Legislation, and Nominations.

BE HONEST WITH YOURSELF.

Don't try to fool yourself. Face facts fearlessly. Try to get at the truth. Demand the evidence. Don't pretend to believe things that you don't believe. You are under no obligation to believe anything until you really believe it; then believe it with all your mind and all your heart. Product of your thinking should be positive, effective ideas, not chronic skepticism, nor cynicism. And tell the truth. When you get into a scrape don't sneak and crawl. Face the music.

The young man who feels inclined to resent proffered advice should always bear in mind that the really wise man is always not only willing but glad to receive suggestions that he can employ.

Convention of Michigan Retail Hardware Dealers Shows Benefits of Collective Effort.

The difference between panic and prosperity is the difference between disconnected and unrelated individual endeavor and collective effort. The more highly organized any industry is and the more thoroughly its component members coöperate for their common welfare the greater is its stability in the face of economic upheavals. The function of distribution is as much an industry in the true sense of the term as the making of steel or the production of textiles. The hardware retailer is a distributor of commodities. He is in closer touch with the ultimate consumer than the manufacturer or jobber. His influence in the maintenance of public confidence in business is proportionately stronger than that of the others who do not come into direct contact with the people.

It is highly important, therefore, that retail distributors be organized for their own betterment as well as for the more effective exercise of their constructive influence upon their customers. By combining for the study and solution of their problems, they multiply their mental resources and achieve results for their class which are impossible of accomplishment through isolated activity. This lesson of the benefits of collective effort was clearly taught by the Twenty-fifth Annual Convention of the Michigan Retail Hardware Association which met February 11, 12, 13, and 14, 1919, in the Auditorium at Kalamazoo, Michigan.

Tuesday, February 11, 1919.

The morning of the first day of the convention was spent in visiting the hardware exhibits in the National Guard Armory and getting acquainted with the representatives in charge of the various booths. The opening session was called to order at 1:30 p. m. by President John C. Fischer of Ann Arbor. After the singing by the audience of "America," the delegates were welcomed to Kalamazoo by City Manager Harry Freeman. An appreciative response was made on behalf of the hardware dealers and then John C. Fischer, the president of the Michigan Retail Hardware Association delivered his annual address as follows:

President John C. Fischer's Address to Twenty-fifth Annual Convention of the Michigan Retail Hardware Association, Kalamazoo, Michigan, February 11, 1919.

"We have convened at our Twenty-fifth Annual Convention of this great Association and I feel that we should at this time rejoice, as we recount the rapid growth of the organization and the amount of good it has accomplished in the quarter century of its existence. The past achievements of the Association forecast a bright future, and one that we may well feel will produce the greatest possible benefits to our members.

Association Heartily Supported Our Government.

"When we assembled one year ago at Saginaw the uppermost thought in our minds was 'Win the War.'

This association at that time pledged its support to our country, and every member willingly submitted to every regulation imposed upon the hardware business, in order to assist our Government. It was not a case of needing any authority or force to compel obedience to regulations, but on the contrary, we submitted to all due constituted authority. While some of the regulations, in many instances, imposed heavy burdens upon the dealers, nevertheless, I have the first complaint to hear from.

Work of Reconstruction Remains to Be Done.

"Now that the war is over; that autocracy and militarism have been crushed—and we hope that they have been crushed forever—and that the dove of peace has again spread its wings over the world, we can turn our thoughts to reconstruction. The war being over does not mean that our work is completed, and we must not rest upon our past achievements, for there is much to be done. During the war nearly all building was prohibited, which was a very large feature in our business, because the materials were needed in more important fields.

"The coming year should bring forth a very large amount of building. The Government is requesting the public to do all the work possible during the year 1919, and in this movement I am sure the hardwaremen will be important factors.

Endorses Keeping Up Prices.

"I feel that we should not be called upon to make a sacrifice in order to bring about the desired result. The consumers should not be permitted to save money at the expense of the dealers. And also, that the trade should have more backbone, and the present prices or better should be maintained, even if the costs of production are reduced, as I think with all the hard work and study the hardwareman is put to, he should have ample compensation. Certainly in view of the high wages prevailing at this time, it would be unfair and unjust to expect dealers to lower their prices.

Pleads for Earnest Cooperation.

"I earnestly ask the hearty cooperation and the united efforts of every member of this Association, for then its accomplishments will know no limits. Every member should boost for this grand organization, talk about it, get others to become members, and above all, assist your worthy Secretary in building up this Association, by paying your dues promptly and help him in every way possible. Don't ask him to send you more than one statement of your dues, but pay them with promptness.

Urges All to Take Insurance.

"Membership in this Association will entitle you to the protection of mutual fire insurance, which in my opinion is the best asset you can have. When you consider the fact that you get this insurance through

being a member, at a cost of fifty per cent less than you can get other insurance, and that in case of a loss, your adjustments are made promptly and without any long drawn out delay. It occurs to me that that is the best proposition which can be offered. And I urge with all the power in my command, that all those who are not members should avail themselves of this feature of our membership.

"The hardwareman first in payment of bills!" Let us take this as our slogan, and discount our bills, for this discount will go a long way to pay overhead expense, which at present is unusually high. I invariably find when one pays his bills when due, he will have his orders filled with more careful consideration.

Counsels Conservative Buying.

"Another feature of business to which I wish to call your attention, is conservative buying. In my judgment, at this time it would be very unwise to overstock. But buy in small lots and buy often. By this I do not mean to decrease your stock, but on the contrary, keep it up to a minimum standard. I would also suggest that in your future buying, you place your orders for seasonable merchandise in small quantities, always keeping in mind not to stock up too heavily at this period of reconstruction, as prices may change.

"In conclusion, I desire to say a few words in connection with the association work accomplished during the past year. I have endeavored to the best of my ability to carry out the work along the lines laid out by my predecessors, and I feel that the year has been a successful one. The Association has had a splendid growth, keeping up and ahead of the preceding years, and if my administration has been a success to any degree, it has not been through my personal efforts alone, but rather due to the support given me by the officers and the members at large. All have worked with a united purpose in view.

Praises Work of Secretary Scott.

"I also desire to say a word of praise and express my appreciation of the work done by our worthy Secretary Arthur J. Scott. I find that in almost every organization, the secretary is the one person that the bulk of the work falls upon. This Association is certainly no different from any other in this respect. I feel that we are most fortunate in having a secretary who so faithfully performs his duty, many times at a loss of time from his own business, in order to look after the welfare of this Association. At no time during my administration have I found Mr. Scott lacking, for when I have taken up matters with him pertaining to association work, I have received the desired information immediately.

"I wish to express to the members of this Association my appreciation of their support and kind assistance, so freely given me during my time as your presiding officer. And I sincerely trust that my efforts and endeavors have been of some value to the Association."

After the announcement of committees, an address was delivered by the Reverend J. Twyson Jones on "Lincoln and Democracy." William Bethke of Chicago, Illinois, gave his address on "Economic Trends in Readjustment," and several informal talks were made by manufacturers and jobbers.

At 8:15 p. m. a special performance of the Masonic Minstrels was given at the Academy of Music, 117-123 South Rose Street, for the entertainment of the hardware dealers and their ladies. Judging the performance by the laughter and applause which it caused, the inference cannot be avoided that the audience enjoyed every number to the utmost.

Wednesday, February 12, 1919.

An unusual topic was listed on Wednesday morning's program—unusual for the reason that few gatherings of business men realize that all business to be worth while must have for its final object the spread of comfort and happiness. The session, which began at 9 a. m., was open to the general public. The first address scheduled was "How to Be Happy and Enjoy Life," by J. E. Decker, Oak Park, Illinois. Work is the vilest slavery and commerce a dismal drudgery if they do not help us be happy and enjoy life. To build up prosperity in order that existence may be made pleasant is surely a noble purpose for any society of merchants to incorporate in the aims of their association.

Three other addresses were booked for the Wednesday morning session as follows:

"Real Salesmanship from the Point of View as a Clerk and Store Manager," by R. N. Brown, Detroit.

"Cash Discount," by D. D. Walker, Detroit.

"Old Nails in New Kegs," by J. H. Lee, Muskegon.

Wednesday afternoon was spent by the dealers in visiting the hardware exposition. The convention resumed its activities at 7:30 p. m., with the report of Secretary Arthur J. Scott, the full text of which is as follows:

Annual Report of Arthur J. Scott, Secretary of the Michigan Retail Hardware Association, to the Convention, Wednesday, February 12, 1919.

"When we met in Saginaw a year ago, the keynote of our convention was 'Win the War.' Having accomplished that result, sooner than most of us dared to anticipate, we are now, as hardware men and as American business men, called upon to face other problems of great importance that were bound to present themselves after hostilities ceased.

Problems of Readjustment.

"The readjustment of values on merchandise; the labor problem; the social unrest, fermented in other countries but brought to our own shores by representatives of the Bolsheviks. These are some of the things which should call forth the best that is in us in once more placing our economic system upon the firmest possible foundation so that our country may retain its place as the leading commercial nation of the world.

Advises Conservatism in Buying.

"Declining markets on so many lines affiliated with the hardware trade call for the exercising of keen judgment on the part of the retailer and it is apparent that we must be conservative in our buying, order often and keep our stocks just as well assorted as possible so as not to lose the prestige we have acquired in furnishing the maximum service to our various communities.

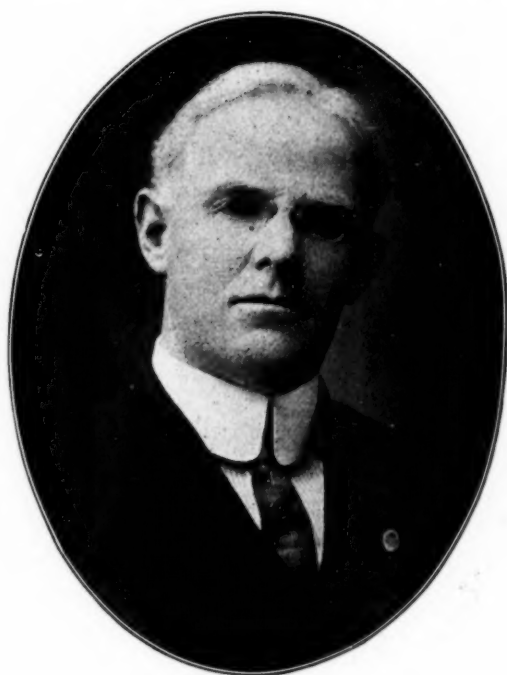
Guarantees of Price Stability.

"Sudden breaks in the market are not looked for,

but there will be gradual declines and it is gratifying to note the efforts of various manufacturers to guarantee their prices against decline for a stated period, in order to protect the retailer and enable him to feel warranted in anticipating his requirements for the immediate future. In some cases these guarantees run until July 1st, thus allowing a reasonable time for disposing of stock on hand and purchased for sale during that period.

The Factor of Overhead Expense.

"The matter of overhead expense is another factor that must be given serious consideration. Almost every item that comes under this heading has increased from 25 per cent to 100 per cent and this fact must always be borne in mind in pricing goods and in planning how to place our merchandise on sale at a price which is fair to us and fair to our customers.



Arthur J. Scott, Secretary of the Michigan Retail Hardware Association.

"The help problem also requires our best thought for in this matter we have an economic as well as a patriotic factor to consider.

Problems of Reemployment.

"In the neighborhood of four million of the young men of the country are coming back to enter civil life and we as business men and Americans owe it to these boys to see that they are placed in positions which they are capable to fill. We all remember how we sent them away with cheers and handclapping and how we made them feel that we knew they were going over there to fight OUR battles. Now they are coming home. Are we going to leave any stone unturned that would help them to feel that we do appreciate the sacrifices they made, so that we and those we love might continue to enjoy peace and happiness in our own home? Some one has said: "the war isn't over until every boy in khaki has a job." Let us each adopt this as our motto and give preference to these boys in organizing our staffs of clerks and also in seeking to get them placed in satisfactory jobs in the other industries in our several towns and cities.

Better Bookkeeping Methods.

"One fact that stands out prominently in the future outlook among retailers is the development of better bookkeeping methods, made necessary by the application of the income tax law which requires each one of us to know and tell the government how much money we made during the past year.

Retailers and Income Tax.

"I have read that less than four thousand retailers filed income tax reports for the year 1917. When we know that there are over one million men engaged in the retail business in the country, the above figures if true are astonishing. They form an admission that less than five per cent of the retailers of the country either were not making as much as \$2,000 a year or that their records were so kept that they did not know that they were making that amount. I hope that this ratio does not apply to the men in the hardware line.

Accurate Records Are Imperative.

"The fact remains however, that the keeping of an accurate record of all of our transactions is even more important now than it ever was before and that we must install some simple but comprehensive system for keeping our records, for our own information and for the convenience of making out income tax report. We may know and not guess at what return we are receiving for the time and money which we invest in our business. The National Retail Hardware Association has developed a simple system of bookkeeping, the details of which will be explained by a representative from the National Office, who has samples of the several records and forms on display at the exhibit hall. It behooves us to take full advantage of the information that is thus placed at our disposal.

"We have continued our bargain and information sheet with beneficial results and from correspondence received it is apparent that our members take a keen interest and profit by the special opportunities presented through these bulletins.

Mutual Hardware Fire Insurance

"Our mutual hardware fire insurance companies have added to their strength and prestige during the past year and have been the source of a great saving to our members.

"The report of the Minnesota company shows a ratio of losses to premiums of 26 per cent and a ratio of expense to premiums of 10 per cent. Its assets have increased during the year by \$227,387.27 a truly remarkable showing. The return premium on policies expiring in 1919 will be 55 per cent.

"The Wisconsin company has made an equally creditable showing, its ratio of losses to premiums being 23 per cent and its ratio of expense to premiums being 13 per cent. Its assets have been increased \$145,483.23 during the year and its refund on premiums expiring this year will be 50 per cent.

"In the face of returning premiums of 50 per cent, these companies have built up enormous surplus funds so that when a comparison is made of their assets to each \$1,000 of insurance in force, they are stronger than any old line or stock company.

"There are several other good strong hardware

mutual insurance companies and while they have not been in business a sufficient length of time to make quite such an impressive showing as the two companies mentioned, they are getting stronger every year and offer the retailer the very strongest protection available. A hardware man, no matter how large a stock he carries, can place practically all of his risks now with hardware mutuals.

Progress of Intensive Field Work.

"War conditions have interfered somewhat with the development of intensive field work among our members but your executive committee has had this matter continually in mind and I am in hopes that during the coming year a plan will be evolved that will enable your secretary to be in constant personal touch with the membership through a field man, competent to discuss individual trade problems and extend advice and assistance where it is desired.

Fight Against Fraudulent Schemes.

"Members should make it a point to keep the secretary informed in regard to fraudulent or questionable schemes that are being exploited from time to time among the merchants. Fake collection agencies have defrauded the retailers of the State from time to time, and these concerns thrive because merchants are not warned in advance of their methods. Let us each make it a point to report promptly to the Secretary, with all the facts for investigation, the propositions submitted from time to time by questionable concerns in this or any other line. Investigate before you sign up, but if you ever do get stung, don't pocket your loss without making it possible for the merchants in the other towns of the State, to avoid a similar fate.

Trade Papers Are Invaluable Aid.

"The hardware trade papers have been of invaluable aid, both to the individual retailer and to the association movement and we should look to these organs all the time in order to keep ourselves fully posted on the market and other conditions affecting the business in which we are engaged.

New Members Are Coming Into Ranks.

"Our membership has continued to grow as will be shown by the following figures.

Membership at the time of the last convention. . .	1207
Resigned, gone out of business or dropped from the rolls	103
Old Members still on our membership list.	110
New members taken in since the last convention. .	141
Present membership	1245
Net gain for the year.	38

Praises the National Hardware Association.

* "The annual convention of the National Association was held at Cedar Point, June 17, 18, and 19. A full report was printed in the National Bulletin, and as we have Secretary Sheets with us at this convention, it is unnecessary to comment upon the work of the National organization, except to say that it has become recognized, not only among hardware men but among the business men of the country generally, as the most efficient national organization of retailers in the United States. Its accomplishments and its influence are felt

in a great many channels that do not seem apparent on the surface.

"The Secretaries conference was held June 20th and 21st, following the National convention and was a source of great benefit to those who attended.

Pays Tribute to Memory of M. L. Corey.

"You have all read of the great loss suffered by the hardware trade of the country in the death of former Secretary M. L. Corey of Argos, Indiana, which occurred on November 10th.

"For seventeen years Mr. Corey was Secretary of the National Association. When he accepted that position there were eight States represented. Through untiring, faithful work he lived to see all but eight States in the Union organized and affiliated with the National, and he, more than any other one man must be given credit for the magnificent Association which has been built up during his term of office.

"Mr. Corey had become an institution in the hardware trade and he was respected alike by the retailer,



William Moore, Treasurer Michigan Retail Hardware Association.

the wholesaler and the manufacturer. The fruit of his labors will be apparent for all time and the National Association might appropriately be dedicated a living monument to his memory.

"Let us all arise and for one moment, with our thoughts on him, pay silent tribute to the memory of Melvin Lake Corey—as a man—as a builder of better things and as a friend.

Voices Appreciation of Assistance.

"Now in closing, let me thank the members for their courteous consideration shown to me as Secretary during the past and previous years. It has been a pleasure for me to fill this office and I am keenly indebted to President Fischer, the officers, members of Committees, and the members, for their advice and assistance which has been invaluable to me at all times.

"I hope that you all fully appreciate the untiring efforts which these men have put forth in your behalf and will realize how often they have undergone personal sacrifice in order that the responsibility placed

upon them might be discharged in a manner that would reflect the greatest credit upon the Association."

Following Secretary Scott's summary of conditions and his instructive observations, came the annual report of the Treasurer, William Moore, which disclosed an encouraging state of finances of the Association. The remainder of the evening session was occupied with the Question Box under the able guidance of Charles A. Ireland of Ionia, Fred A. Rechlin of Bay City, and F. E. Strong of Battle Creek.

Thursday, February 13, 1919.

A subject upon which there is considerable divergence of views among hardware retailers was the first topic of the morning session which opened at 9 o'clock. It was treated intelligently and helpfully by C. A. Sturmer of Port Huron under the title of "Does It Pay a Hardware Dealer to Handle Stoves and Toys?" Two other addresses were on the program for this session, namely:

"The World Trade after the War," by Norman G. Popp of Saginaw.

"Readjustment and Trade Conditions," by Herbert P. Sheets, Secretary National Retail Hardware Association.

At 6 p. m. the delegates met at the convention headquarters in the Park-American hotel and marched in a body to the Knights of Pythias Temple, corner of West Main and North West Streets, where they participated in a banquet during which Fischer's Exposition Orchestra rendered the following program:

March, "Sabre and Spurs" (New) Sousa
Overture: "Merry Wives of Windsor" Nicolli
Solo for Cornet: "The Charmer" Boos

Mr. Reifsnyder

Popular Number "Smiles" (a la Fischeresque)

. Roberts
Sextette from "Lucia" Donizetti
Messrs. Fischer, Parker, Bonsor, Snuggs, Reifsnyder, Chaffee

One Step Novelty "Oodles of Pep" (New)

. Burton Fischer
Selection "Cream de la Cream" arr. by Tobani

Introducing the soloists of the orchestra
Descriptive Novelty: "On the Old Back Seat of the Henry Ford" (a Fischer stunt)

Duet for Cornet and Trombone "Long Long Trail" Ball

Messrs. Reifsnyder and Snuggs

Military Fantasia "The Triumph of the Allies"

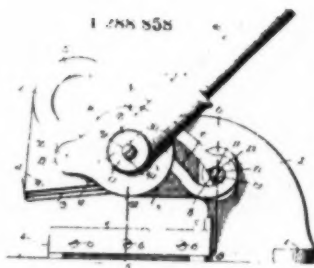
. B. Fischer

Friday, February 14, 1919.

The morning of the last day of the convention was spent by the delegates among the hardware exhibits. The final meeting at 1:30 o'clock in the afternoon was an executive session devoted to reports of committees and other routine work.

SECURES PATENT FOR SHEARS.

Thomas J. Fegley and George O. Leopold, Philadelphia, Pennsylvania, assignors to the North Brothers Manufacturing Company, Philadelphia, Pennsylvania, have obtained United States patent rights, under number 1,288,858, for shears described herewith:



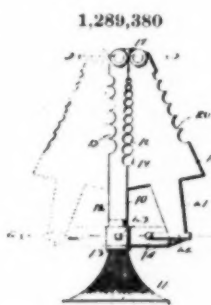
The combination of a frame provided with a cutting edge; a lever fulcrumed on the frame; a guiding post on the frame; a carrier pivoted to the lever and provided with a cam having two portions substantially at right angles to each other in position to cooperate with the guiding post; with a second cutter mounted on the carrier in position to cooperate with the first cutter when the lever is moved.

EVERY PLACE IS UNDER THE STARS.

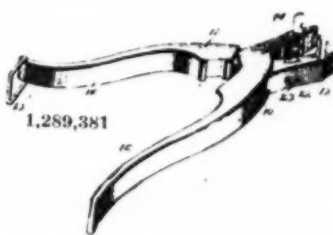
The great American naturalist, John Burroughs, says that the biggest opportunity is where you are. Do not despise your own place and hour. Every place is under the stars, every place is the center of the world.

INVENTS WIRE CLAMP AND IMPLEMENT FOR TWISTING AND JOINING WIRE.

Thomas Robert Brumfield, Danville, Virginia, has procured United States patent rights, under numbers 1,289,380 and 1,289,381, for a wire clamp and a wire twisting and joining implement described in the following:



A wire clamp comprising an upright having a series of recesses along the opposite side edges thereof, a clamping lever pivotally connected to the said upright and shiftable to opposite sides thereof, said lever having along its opposite sides, series of recesses arranged to cooperate with the recesses of the opposite side edges of the upright, for the purpose of forming wire receiving openings, and means shiftable on the upright to receive and hold the lever in its different positions.



A wire twisting implement comprising a pair of crossed levers forming handles at one end and jaws at the opposite end, the latter of which have transverse dovetailed grooves in their inner faces opposite one another, inserts within the said grooves, one of which has a longitudinal slot extending therein from one end and terminating in an angular portion, one of said jaws having a longitudinally slotted opening therethrough at a point between, and approximately parallel with, its side edges, and with the inner ends of which the angular portion of the slot of its respective insert registers, and said jaw also having a transverse slot extending therein from one side edge and into the said slotted opening, said jaw slot registering with the slot of the said insert, all as described.

Pennsylvania and Atlantic Seaboard Hardware Annual Convention Is a Big Success.

What is declared to have been the greatest exposition of manufactured hardware ever displayed under a single roof in this country may rightly be taken as a measure wherewith to gage the success of the Eighteenth Annual Convention of the Pennsylvania and Atlantic Seaboard Hardware Association held February 11, 12, 13, and 14, 1919, in the Ball Room of the William Penn Hotel, Pittsburgh, Pennsylvania. One hundred and seventy-five separate and distinct concerns, representing manufacturers and jobbers from St. Louis, Missouri, to Boston, Massachusetts, had displays in the hardware exposition which was staged in Motor Square Garden.

The entertainment of the delegates and their guests during the four days of the convention was in charge of the Pittsburgh Retail Hardware Association. George H. Klauss acted as chairman of the local entertainment committee. Associated with him in the pleasant task of making the visiting hardware men feel at home and helping them enjoy the intervals between sessions were Charles W. Scarborough, Theodore Backoefer, George Saupe, and Walter F. McQuiston.

Tuesday, February 11, 1919.

Nearly three hundred delegates from the states of Pennsylvania, New Jersey, Delaware, Maryland, and Manhattan and Bronx boroughs of New York City were present in the Ball Room on the 17th floor of the William Penn Hotel when the convention opened at 9:30 o'clock Tuesday morning, February 11, 1919. The gathering was called to order by J. M. Kohlmeier, President of the Pennsylvania and Atlantic Seaboard Association, who introduced the Reverend Dr. Daniel T. Marsh of Smithfield Street Methodist Episcopal church. Dr. Marsh delivered a fervent invocation, praying for wisdom to guide the deliberations of the assembly.

An address on "American Efficiency" was then made by A. Harry Moore, Commissioner of Jersey City, New Jersey. He proved quite conclusively that the people of the United States are capable of carrying to a successful issue any enterprise which they undertake. Abundant evidences to this effect were given to the world by the marvelous achievements of our Army and Navy during the eighteen months of our participation in the war against the Central Powers. American efficiency can be rendered even greater in the arts of peace. Our commerce has already gained advantages in foreign markets. If we are to hold these advantages and to increase our exports, we must systematize our industrial life, eliminate wastes of labor and material, and improve and extend organization and cooperation throughout all the processes of production and distribution.

Following Commissioner Moore's masterly speech, Dr. Daniel T. Marsh, who recently returned from

overseas where he served in the capacity of Army chaplain, gave an address on "The American Soldier in France." Dr. Marsh was with our fighters in the battle of the Marne. He has observed them under the most trying conditions when death and destruction were raging on all sides. His tribute to the character of the American soldier in France, therefore, had the merit of intimate knowledge and was delivered with an eloquence which thrilled the audience.

W. P. Lewis of Huntingdon, Pennsylvania, former Secretary of the Pennsylvania and Atlantic Seaboard Hardware Association, presented sixteen members of the organization with badges of honor for purchasing



Charles T. Woodward, ex-President National Retail Hardware Association.

hardware supplies on the floor of the exhibition last year. Similar honors will be conferred at the next convention for purchases made this year.

The morning session concluded with the Question Box, conducted by Charles T. Woodward of Carlinville, Illinois, ex-president of the National Retail Hardware Association. Mr. Woodward gave fresh proofs of his happy faculty of taking the audience into partnership with him in answering the queries propounded in the Question Box.

Tuesday afternoon and evening were devoted to the hardware exposition in Motor Square Garden, which was formally opened by Louis Heckler of Pittsburgh. From 7:30 to 10:30, visitors to the exposition were entertained with music by the Pittsburgh Orchestra.

Wednesday, February 12, 1919.

J. M. Kohlmeier, President Pennsylvania and Atlantic Seaboard Hardware Association, opened Wed-

nesday morning's session with an eulogy on Lincoln and Roosevelt. He delivered his annual report to the Association and took occasion to emphasize the power of organization in bettering economic conditions. The benefits of cooperation among hardware retailers are no longer problematic. In common with other hardware executives he advised intelligent buying during this transition period. To do business the dealer must have goods to sell. While it is not advisable to lay in surplus stocks, nevertheless the retailer should have enough goods on hand to serve his customers promptly and with no abatement of the satisfaction upon which their good will is based.

The annual report of Secretary Sharon E. Jones made a very pleasing impression upon the convention. It was characterized by a deep faith in the social, industrial, and commercial possibilities of our country and expressed his satisfaction with the progress of the Association and the hearty cooperation of officers and members.

Annual Report of Sharon E. Jones, Secretary Pennsylvania and Atlantic Seaboard Hardware Association, February 11, 1919.

"Just five months have passed since I took up the work as secretary of this Association, and although that seems like a short time, it hardly seems that long since I came among you. There is an old saying that time flies with the busy man and I just want to modernize this saying by adding that if 'Old Father Time' was keeping pace with us in the Association offices, he was going some.

Asks Patronage for Hardware Exhibits.

"I want to take this opportunity of saying a word in behalf of the exhibitors. They have made it possible for us to hold this exhibition by paying the expense of the same. They are going to considerable additional expense in coming here with their wares and their representatives, and they are coming at our invitation and solicitation, with the pledge from us that we will bring a sufficient number of buyers onto this floor to justify them in going to this great expense. So, as members of this Association, you are duty bound to fulfill this pledge by purchasing your requirements from the exhibitors on this floor. The same is true of any other merchant who is here at our invitation, or as our guest. The whole afternoon of each day is for the merchants and exhibitors only, and our executive committee recommends that all merchants proceed immediately to the exhibition hall after the close of the convention session each day. It cannot be done in one day, nor two days, and I daresay it will take the four days for any merchant to make an intelligent inspection of each exhibit.

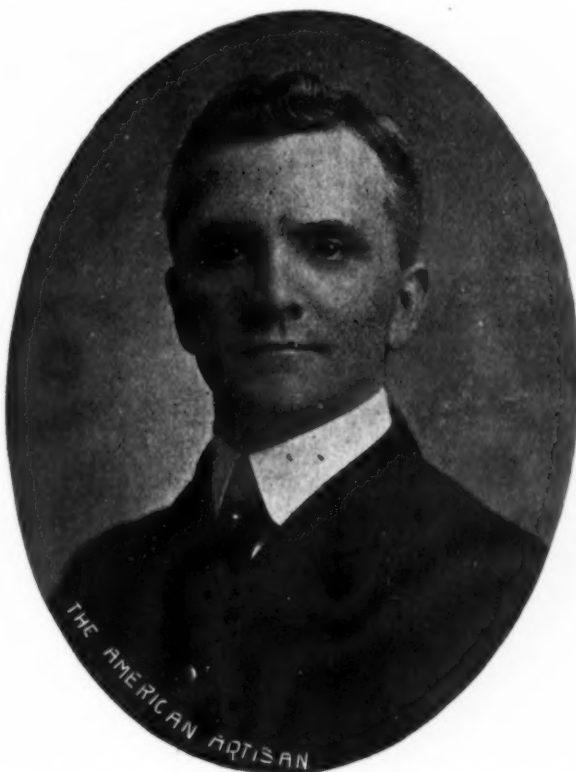
Pleads for Increase of Membership.

"My dear fellow hardware men, if you had as much faith in this hardware Association as you have in that bottle of patent medicine that relieved you of some bodily ailment, and the virtues of which you told scores and hundreds of other men, we would have a membership of twenty-five hundred today, instead of one thousand. I daresay there is not a member within my hearing, but who can attest that the benefits he has derived each year from membership in this Association are worth many times the cost, and are practically innumerable.

"It would take up too much of the time of this convention for me to enumerate the many advantages from membership. Of course, you know that the existence of hardware associations for the past score of years has been the means of improving conditions for the retail dealer in so many ways that the non-member does not appreciate from whence these blessings come, so that our associations are not given the credit as they should be for the conditions that now exist as compared with those of former years. I will only take the time now to mention a few of those which you well know, and which can only be traced to our Association.

Hardware Mutual Insurance.

"Hardware Mutual Insurance has been on trial for about twenty years. It has stood the test. It has paid



Sharon E. Jones, Secretary Pennsylvania and Atlantic Seaboard Hardware Association.

back into the pockets of the hardware men in this country millions of dollars which would have gone into the pockets of the capitalists who control the stock insurance companies. Today our two Pennsylvania companies and the Wisconsin and Minnesota companies are returning to the policyholders one-half the annual premium, and in addition to this have accumulated to a large surplus, so that any of our mutual fire insurance companies can show greater assets for the protection of each thousand dollars of insurance in force than any stock company in existence.

"But with all this the surprising thing is that a majority of our members do not carry all of their insurance in the hardware mutuals. I hope that every member present will call at booth number 5 on the Exhibition floor, headquarters for the National and Pennsylvania Fire Insurance Companies, represented by L. M. Frutchev, who will answer any questions and give you any information concerning insurance, and will take applications for any insurance that you may want, whether your policy expiration comes at an early

date or within six months. The same information can be had any time by writing to me at my office.

Provides Freight and Audit Service.

"Freight Audit Service has been promised you and I am glad to say that arrangements have been completed and this department is now in operation in our offices; the workings and advantages of which will be fully explained to you by John F. Lent, Manager of the Lent Traffic Company, on Thursday morning at 10:30. Remember the day and the hour, for you will hear a man who will not only save you fifty cents on the dollar, but he will tell you how to find the dollar in the first place. And now I am thinking that some of my listeners are saying to themselves that they are satisfied with their freight bills and don't think there is much danger of the railroads overcharging or making errors in figures, but let me tell you that you have another think coming. Many of the best shippers in this country testify that they have recovered thousands of dollars through an auditing service. I know of some concerns who stated that their recoveries have amounted to a thousand dollars a month. Now, gentlemen, you have asked for this service and this department has been established.

Praises Work of President Kohlmeier.

"I cannot refrain from making special mention here of my admiration for President Kohlmeier. I have known many presidents of hardware associations. I have served as president myself, but I have never known any president of any hardware association to throw himself into the work and give such whole souled support as President Kohlmeier, and this in spite of his physical weakness.

"Now, gentlemen, I want to say in closing that I am more than delighted with the hearty response of the officers and members of this Association to every appeal that I have sent out. I feel not only thankful for the help that you have rendered in the five months that I have been with you, but for the assurance it gives me that this is the same kind of help that I can expect from you in the future. I have told you that my aspirations are for five hundred new members in 1919, and when I said this it was after I had seriously weighed the matter and counted on having one thousand assistants, which would only mean one-half new members for every old member. Now, I don't believe that there is a member within my hearing would admit that he is not equal to half a man.

Promises to Do His Utmost.

"The Lord giving me health and strength, it is my intention to give my entire time to this feature of the work until next fall. I want to appeal to you for your full and unstinted support and cooperation and if I have this I want you to take the time to write some letters to some of these non-members. I'll want you to take the time to call on some of these non-members. I'll want you to take the time to write me the results of your efforts. I'll want you to take the time to study the conditions in your own locality and write me all about it. I'll want you to take the time to acquaint yourself fully with what the real benefits of this hardware association are to you, and when you have done this I want to say to you that I will guarantee that this Association will be the largest in number, the

strongest in character, the most influential and the most powerful organization in America."

The report of Charles W. Scarborough, Treasurer of the Association, was followed by an address on "Modern Accounting Methods" by S. R. Miles, National Field Service Manager of the National Retail Hardware Association. He made it quite clear to his audience that no retailer can achieve lasting success and prosperity without efficient accounting methods.

As on the preceding day of the Convention, the afternoon was given over to the hardware exposition Motor Square Garden.

Thursday, February 13, 1919.

The Question Box, under the clever management of Charles T. Woodward, engaged the attention of the delegates at the beginning of Thursday's morning session. Then came addresses in the following order:

"Getting a Profit," by George B. Sprowls, vice-president of the Association;

"General Trade Conditions," by A. J. Bihler of the James C. Lindsay Hardware Company, Pittsburgh;

"Reconstruction Problems as Viewed by the Government," by William T. Treadway. This address was added to the program as a result of a request by the Government. Its purpose was to present to the convention the earnest wishes of the Federal authorities for cooperation of business men in the delicate task of readjustment.

Thursday evening, the Pittsburgh Retail Hardware Association gave a stag smoker and entertainment to the delegates at Moose Temple on Penn Avenue between Sixth and Seventh Streets.

Friday, February 14, 1919.

Reports of committees, election of officers, and other routine matters occupied the greater part of the time on Friday morning. The Question Box, however, was not neglected. An authoritative discussion of the subject of "Readjustment Following the War" was given by Professor J. T. Holdsworth, Dean of the School of Economics, University of Pittsburgh. The convention proper ended at noon, and the hardware exposition terminated at 10:30 o'clock in the evening. Everyone declared the convention and exposition to have been an unqualified success.

**OPPORTUNITIES FOR FOREIGN TRADE
PRESENTED BY BUREAU OF FOREIGN
AND DOMESTIC COMMERCE.**

The Bureau of Foreign and Domestic Commerce through its Special Agents, Consular Officers and Commercial Attachés is receiving information of opportunities to sell hardware and kindred lines in several foreign countries. Names and locations will be supplied on request to the Bureau in Washington or its District Offices. Such requests should be made on separate sheets for each opportunity, stating the number as given herewith:

28229.—A company in Italy desires to secure an agency for the sale of hardware, etc. Terms of payment, cash or 30 days' credit against adequate security. Correspondence may be in English. References.

28256.—A man in France desires to secure an agency from manufacturers and exporters for the sale of iron and steel nails, carpet and shoe tacks. References.

28257.—A firm in Norway desires to purchase tools, metals, iron, steel, tubes, iron pipes, flexible wire, mattress wire, etc. An agency for these goods is also desired. Terms

of payments, confirmed bank credit or payment against documents. Correspondence may be in English. Reference.

28258.—A company in Paraguay desires to act as representative of American firms on a commission basis. Exporters who desire to establish relations with this company should forward catalogues and price lists.

28259.—A hardware firm in Canada desires to purchase recording gates or turnstiles. Quotations should be given f. o. b. shipping point. Cash will be paid. Reference.

28263.—A man in Australia desires to secure an agency for the sale of American products on a salary and commission basis.

28264.—An agency is desired on a commission basis for the sale of specialties in any line. Quotations should be given f. o. b. destination. Reference.

28265.—A firm in France desires to secure an agency for the sale of bicycle parts, such as arms, free wheels, naves, and chains. Correspondence should be in French. Reference.

28268.—An electrical supply house in Norway desires to purchase electric foot warmers, heating devices, supplies, electrometers, motors, generators, household appliances, and lamps. Terms, cash against documents at destination. An agency for these goods is also desired. Correspondence may be in English. References.

28272.—A business man in France desires to be placed in communication with a firm manufacturing steel for iron-mongers, small steel articles, auger bits, etc. Correspondence should be in French.

28273.—A firm in Switzerland desires to purchase drills, plates, borers, screw augers, mandrels, and all small tools for mechanism; also wood saws, such as circular, ribbon, multiple, and saws worked by water power.

28276.—An agency is desired by a firm in Porto Rico for the sale of tinware, kitchen enameled ware; paints, enamels, varnishes; automobiles, trucks, and agricultural implements; general hardware, etc.

COMING CONVENTIONS.

Illinois Retail Hardware Association, Chicago, Hotel Sherman, February 17, 18, 19 and 20, 1919. Leon D. Nish, Secretary, Elgin, Illinois.

California State Retail Hardware Association, Palace Hotel, San Francisco, February 18, 19, 20, 1919. LeRoy Smith, Secretary, 112 Market Street, San Francisco.

Ohio Hardware Association, Columbus, Ohio, February 18, 19, 20 and 21, 1919, Columbus, Ohio. James B. Carson, Secretary, Dayton, Ohio.

Minnesota Retail Hardware Association, St. Paul, February 18, 19, 20, 21, 1919. H. O. Roberts, Secretary, Metropolitan Life Building, Minneapolis, Minnesota.

New England Hardware Dealers' Association, Hotel Lennox, Boston, Massachusetts, February 21, 22, 1919. George A. Fiel, Secretary, 176 Federal Street, Boston.

South Dakota Retail Hardware Association, Coliseum Building, Sioux Falls, February 25, 26, and 27, 1919. F. J. Shephard, Secretary, Mitchell, South Dakota.

New York State Retail Hardware Association, Buffalo, New York, February 25, 26, 27 and 28, 1919, Hotel LaFayette. John B. Foley, Secretary, 607 City Bank Building, Syracuse, New York.

Kentucky Hardware and Implement Dealers' Association, Tyler Hotel, Louisville, February 25, 26, 27, and 28, 1919. J. M. Stone, Secretary, Sturgis, Kentucky.

Michigan Sheet Metal Contractors' Association, Kalamazoo, March 5, 6, 7, 1919. Park-American Hotel. F. E. Ederle, 1121 Franklin Street, S. E., Grand Rapids, Michigan.

Wisconsin Sheet Metal Contractors' Association, Hotel Wisconsin, Milwaukee, March 20, 1919. Paul L. Biersach, Secretary, 661 Hubbard Street, Milwaukee, Wisconsin.

Southern Hardware Jobbers' Association, St. Charles Hotel, New Orleans, Louisiana, April 8, 9, 10, 11, 1919. John Donnan, Secretary, Richmond, Virginia.

American Hardware Manufacturers' Association, St. Charles Hotel, New Orleans, Louisiana, April 8, 9, 10, 11, 1919. F. D. Mitchell, Secretary, 4126 Woolworth Building, New York City.

Sheet Metal Contractors' Association of Illinois, Jefferson Hotel, Peoria, Illinois, April 9, 10, 1919. Frank I. Eynatten, Secretary, Peoria, Illinois.

National Sheet Metal Contractors' Association, Columbus, Ohio, June 10, 1919. Edwin L. Seabrook, Secretary, 261 S. Fourth street, Philadelphia.

RETAIL HARDWARE DOINGS.

Arkansas.

Abe Kohler has sold his interest in the Peoples Hardware Company at Gravette to George Haywood and Son.

W. D. Ross has bought an interest in the J. F. West and Son Hardware business at Pine Bluff.

Iowa.

H. G. Detthof has purchased the interest of his partner in the Detthof Hardware Company at Muscatine.

Kansas.

The stock of the C. N. Emery Hardware Company has been sold to the Paola Hardware Company at Paola.

J. H. West will open a hardware store at Willis at the site formerly occupied by the hardware business of William A. Chase.

The Fisk Hardware Company, Wellington, has purchased the stock of the Martin Mercantile Company and will move to larger quarters.

T. C. Ball and H. I. Commons, Neodesha, have dissolved partnership, Mr. Commons continuing the hardware business.

Kentucky.

Marshall and Baldwin have opened a hardware business at Grand Rivers.

The Hazard Hardware Company, Hazard, has increased its capital to \$30,000.

Michigan.

F. S. Carlton has retired from the active management of his hardware business at Calumet and J. T. Soenksen will conduct the business hereafter.

John P. Nelson is moving his hardware store from South Range to Hancock.

J. W. Munger has sold his interest in the Munger Hardware Company at Charlotte to Vine Peters.

Minnesota.

H. Hamilton has bought the Lemon hardware stock at White Bear.

Frank Stiller has sold his hardware store at Oronoco to Emil Olson.

Frank White, Chaska, has sold his stock of hardware and implements to John Tiedeman and John Baer.

Brown and Avery will open a hardware business at Tyler.

T. C. Thompson has sold a half interest in his hardware business at Granite Falls to Raymond Whitney.

Missouri.

J. Dyer has sold his interest in the Dyer and Morris hardware store at Eldon.

L. C. Lantz and R. A. Glaze, Humphreys, have dissolved partnership, R. A. Glaze continuing the business.

Ben Jones has sold his stock of hardware at Tiffin to M. Clark.

Montana.

Whitacre and Sinion, Dutton, have dissolved partnership, E. S. Whitacre continuing the business.

Nebraska.

Craven Brothers, Wayne, have been succeeded in the hardware business by Neely and Craven.

North Dakota.

Loranz Joos has sold his hardware store at Beulah to L. G. Rose.

George Wilson will engage in the hardware business at Hurdsfield.

Ohio.

T. R. Miley has sold his interest in the hardware business of Arnold and Miley at Caldwell to O. J. Lorenz.

Oklahoma.

W. E. Bailey and Son, Fort Towson, have been succeeded in the hardware business by Abernathy and White.

The Michaels Porch Hardware Company, Konawa, has suffered a fire loss of \$2,000.

The stock of the Shattuck Hardware Company, Shattuck, was sold out to C. W. Jones.

The Miller Hardware Company, Poteau, has changed hands, C. D. Hill, the present manager, retiring. The business was purchased by I. D. Divine.

Tennessee.

The Lansden Hardware Company, Cookeville, has been incorporated for \$10,000.

Thomas Phillips and Will Quarles have bought the N. D. Overall Hardware Company's stock at Nashville.

Texas.

Henderson and Bryson have purchased the Gordon Pate hardware store at Sulphur Springs.

The Shiner Hardware Company, Shiner, has increased its capital from \$15,000 to \$25,000.

A. W. Mussett has purchased the Krueger Hardware Company's stock at Beeville.

T. J. Nelson, Bettie, will put in a hardware and implement stock.

The Burtow Hardware Company, Crockett, will open for business shortly.

The East Texas Hardware Company, Orange, has been incorporated for \$20,000.

Washington.

Tom and Arthur Ferrish have sold the Uniontown Hardware and Furniture Company to Frank Heistuman at Uniontown.

Wisconsin.

The hardware store of Gaffron and Leifer at Plymouth was practically destroyed by fire.

A. A. Holiday has sold his hardware store at Balsam Lake to G. H. Pearson.

Burton Foulkes of Belleville, has bought a half interest in the J. W. Weckerly Hardware Company at Blanchardville, the new name being the Blanchardville Hardware Company.

AUTOMOBILE ACCESSORIES SOLD BY HARDWARE DEALERS

The Automobile Accessories Company, Cincinnati, Ohio, plans to equip a plant for the manufacture of cycle cars.

The A. B. & B. Specialty Company, Milwaukee, Wisconsin, manufacturers of auto fenders, etc., contemplate erecting an addition, 55 x 95 feet.

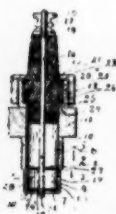
The Safety First Signal Auto Light Company, Akron, Ohio, has been incorporated for \$70,000 by Earl J. Grigsby and Edward A. Whitehead.

ADJUST FRONT WHEELS PROPERLY.

On some small cars the front wheels run on pressed steel cup and adjustable cone ball bearings. These should be given frequent inspection, as the stresses at this point are severe and excessive wear usually occurs. The front axle should be jacked up once a month and the wheels turned by hand to see that they move freely and then be pushed and pulled on the axle to see that no great play has developed. In adjusting the cone the adjustment must be such that the wheels turn freely, yet there must be no play between wheel and bearing.

SPARK PLUG IS PATENTED.

Under number 1,287,746, United States patent rights have been granted to Julia Ramstack, Franklin Ramstack and Erich Ramstack, Milwaukee, Wisconsin, for a spark plug described in the following:



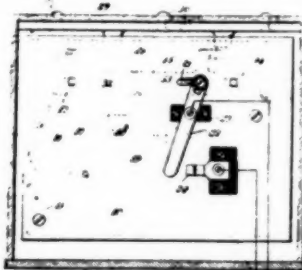
A spark plug comprising a casing having a bore therein, an insulated core having its lower end seated within the upper end of the bore, an electrode carried by said core and having a portion extending down through the bore below the core, a contact member connected to said casing within the bore and spaced from said electrode to form a spark gap, said contact member dividing said bore into an unobstructed upper pressure compartment and a lower ignition compartment, the volume of the upper compartment being greater than that of the lower compartment, a contact member at the bottom of the casing and cooperating with the electrode, and means for permitting the passage of gas through the lower compartment.

WATCH VENT IN THE FILLING CAP.

Sometimes motorists complain to the accessory dealer about obscure radiator leaks. A frequent cause of this trouble is that the vents in the filling caps and overflows become clogged with sediment. The consequence is that steam gathers in the radiator and its pressure naturally forces an outlet at the weakest point. Attention to the vent will obviate the difficulty.

ACQUIRES PATENT FOR AN IGNITION LOCK FOR AUTOMOBILES.

William Ayling and Alfred A. Ayling, Detroit, Michigan, have procured United States patent rights, under number 1,287,604, for an ignition lock for automobiles, described in the following:



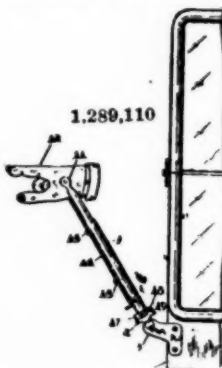
In an ignition lock for an automobile, the combination of an angle bracket adapted for attachment to the dash of an automobile, a housing carried by said bracket and having one side thereof open and adapted to be closed by said bracket, a permutation lock extending into said housing, a slide bar in said housing shiftable in one direction by said permutation lock, a spring in said housing engaging said slide bar, a switch on said housing operatable by reciprocable movement of said lock, and a casing having its bottom open and adapted to be closed by said bracket to inclose said housing and switch, said casing being locked on said bracket by said slide bar.

CORRECTS IGNITION TROUBLES.

Uneven ignition, according to a booklet issued by the United Motor Service, Incorporated, may be due to dirty or burned contact points. The contact points may not be properly adjusted. It will pay to spend a few minutes at the service station occasionally having the distributor examined. Condenser troubles will be indicated by a rapid burning and pitting of the contact points after they are cleaned. If this occurs, the equipment should be submitted for inspection and test.

GETS PATENT FOR AUTOMOBILE SIGNAL.

Under number 1,289,110, United States patent rights have been granted to Robert Burns, Toronto, Ontario, Canada, for an automobile signal described herewith:



The combination with a vehicle of an arm journaled on said vehicle to rotate on an axis longitudinal of the arm and a pointer pivoted at the outer end of the arm on an axis transverse of the arm, the pivot point being located intermediate of the ends and above the center of gravity of the pointer; and a slide on said arm adapted to rock said pointer to a point in a direction substantially lengthwise of the arm.

ADVERTISING CRITICISM AND COMMENT

Helpful Hints for the Advertisement Writer

In the absence of any definite knowledge of the extent to which F. E. Edmands advertises particular commodities in his stock of hardware, automobile supplies,

warm air heaters, roofing, and ranges, it is difficult to pass judgment upon the accompanying advertisement which appeared in the *Illinois State Journal* of Springfield, Illinois. Strictly speaking, this is not an advertisement. It is a business card printed in display type. The newspaper is merely its distributor. If F.

is partially illegible. This is the objection to the thing at the top of the advertisement of Jonas F. Gross and Sons which ran in the *Allentown Morning Call*, Allentown, Pennsylvania. At first glance it looks like "In a reason why," though it is meant to say "One reason why." Plain, bold letters would be much better for this purpose. The wording of the advertisement is good. But there is room for improvement. It doesn't talk directly to the prospective customer. It is too formal and stereotyped.

* * *

A cleverly phrased advertisement is that of the Smith-Wadsworth Hardware Company which appeared in the *Charlotte News* of Charlotte, North Carolina. It shows what can be done with so prosaic

F. E. EDMANDS

Furnaces

Ranges

Hardware

Roofing

Auto Supplies

Sheet Metal Work

F. E. EDMANDS

725 East Adams Street

Main 1326

E. Edmands is accustomed to make use of specific publicity in the same paper, then the occasional printing of this business card may be worth while. It is conceivable that its publication does some good in keeping his name before its readers. But it would be better to use the space for more effective advertising. Let him tell the people about prices and quality of some individual article or line of goods in which he deals, varying his copy according to season and conditions.

* * *

The use of anything fantastic or grotesque for the purpose of attracting attention to a printed message

of goods or service is justifiable. But it ought not to be of such a nature that it impedes prompt perception of its meaning. Some people like to match their wits against riddles. Others grow impatient at any sort of puzzle. A considerable number of readers will not take the trouble to decipher that which

For The Kitchen And The Golfer

Sounds queer, eh?

But we are talking about a Metal Polisher that removes rust from steel knives and kitchenware and is just the thing for keeping bright your putter, brassy and mid-iron.

It's a convenient shape and size cake of brick-like material that has been tested and approved by the Good Housekeeping Institute and may be had in our Home Furnishings department.

For 10c

**Smith-Wadsworth
Hardware Company**

"The Quality Hardware Store."

29 E. Trade St.

Phones 64-65

an object as metal polish. The range of its usefulness is forcefully suggested in the headlines, "For the Kitchen and the Golfer." The crisp query of the brief sentence which follows arouses interest and drives attention toward the succeeding paragraphs of description. The typographical arrangement of the advertisement is flawless. Mention of the price in a line by itself crowns the perfection of this laudable example of publicity.

One Reason Why

So many entrust their tin-smithing and sheet metal work to us, because what we do is so well done.

Automobile work a specialty.

Skylights promptly repaired, gutters and leaders replaced, tin roofing laid and repaired.

Estimates cheerfully submitted.

Jonas F. Gross & Sons

727 Court Street.

HEATING AND VENTILATING

MAKES SUGGESTIONS FOR FIRING AND CLEANING WARM AIR HEATER.

The following suggestions apply to warm air heaters regardless of the fuel used:

Attend to the fire regularly, do not wait until it has burned low and heat is needed throughout the house. Often the need can be anticipated and by attention at the proper time trouble can be avoided. In addition, economy of fuel is more likely to be obtained by fairly uniform rates of burning than by attempting to supply a large amount of heat in a short period and then suddenly checking the fire.

Let the size of the coal fired be as nearly uniform as possible. Using coal of uneven size prevents an even flow of air through the fuel bed and increases the tendency of the fire to burn through in spots.

Try to keep the fuel bed free from air holes, as they cause waste of fuel and may prevent the heater from maintaining the desired temperature.

Avoid excessive shaking of the grates and thus reduce the amount of coal lost by falling into the ash pit. Ordinarily, the shaking of the grates should be stopped as soon as bright particles begin to drop through or, under some conditions, as soon as light from the fuel bed begins to show in the ash pit.

When the demand for heat is urgent or the fire must be built up quickly, keep the fuel bed uniformly thick, but not too thick, using the coarser part of the coal and all the draft available. Air will then flow freely through the entire fuel bed and burn the coal at a maximum rate. Under such conditions the firings should be made at frequent intervals and small charges used, so that the fresh fuel will only for a short time chill the temperature of the fire pot. When heavy firings are made the fresh fuel not only increases the resistance to flow of air through the fuel bed, so that the rate of combustion is lowered, but it acts as a cold blanket to screen the heating surfaces from the radiant heat of the fuel bed.

In mild weather it is well to leave on the grates a layer of ashes under the active fuel bed. This layer will increase the resistance to the flow of air through the fuel bed and facilitate the maintenance of the low rate of combustion required in such weather; also, it will cut off some of the grate surface.

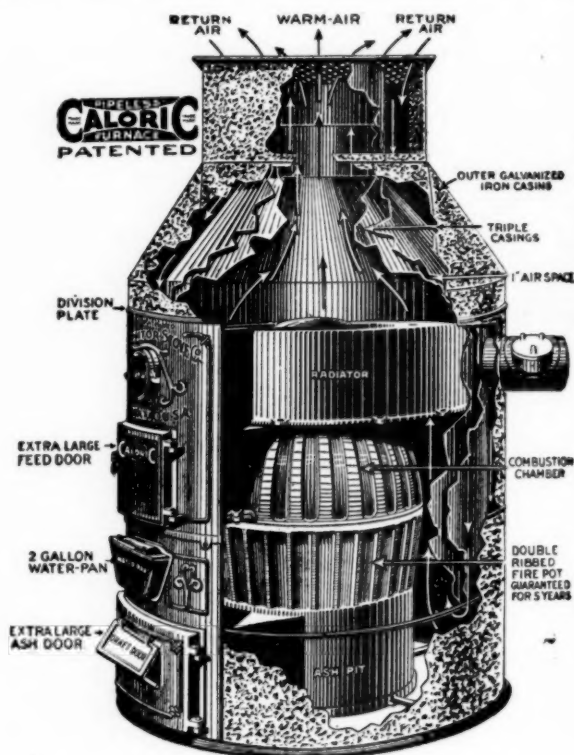
Clinkers should be kept worked out of the fuel bed, for they obstruct the flow of air through it, clog the grates, and may break the parts of shaking grates.

Keep heating surfaces clean so that they will readily absorb heat. Soot cuts down the heat-absorbing power of any heating surface very rapidly, and therefore should not be allowed to accumulate. Do not allow ashes to pile up under the grates in the ash pit, for they will seal off the air from part of the grate sur-

face and may cause the grate bars to be burned and warped.

GUARANTEES AGAINST PRICE DECLINE.

In the accompanying illustration is shown the Caloric Pipeless Heater made by The Monitor Stove Company, Cincinnati, Ohio. This heater has three casings with a one-inch air space between each, the outer casing being of galvanized iron. The register is set into the floor directly over the heater. There is a double ribbed fire pot guaranteed by the Company for five years, a two-gallon water pan and an extra large ash door and feed door. It is claimed for the Caloric



Caloric Pipeless Heater, Made by The Monitor Stove Company, Cincinnati, Ohio.

Pipeless Heater that it maintains the proper fire with little attention, as all drafts are regulated from the floor above. The Monitor Stove Company specially calls attention to its guarantee against price decline. They state that if they are able to reduce prices during the time that the heaters are booked, the dealer's account will be credited with the difference between the price he paid and the lowest price quoted by the Company during that period. By communicating with The Monitor Stove Company, 500 Gest Street, Cincinnati, Ohio, dealers can obtain further particulars.

A Philadelphia belle has married a man named Hugg, but that is no sign that she will be in the hospital half the time with her ribs fractured.—Houston Post.

HAS AMPLE RADIATING SURFACE.

In the accompanying illustration is shown the Moncrief Warm Air Heater, Series 500 A, made by the Henry-Miller Foundry Company of Cleveland, Ohio. It is an all cast heater, though a cast iron and steel radiator can be obtained when desired. It is constructed with a large door and feed section, thus making possible the use of large chunks of wood. The grates are unusually close together and yet are not so



Moncrief Warm Air Heater, Series 500 A, Made by the Henry-Miller Foundry Company, Cleveland, Ohio.

close as to prevent their use for coal at any time. When desired, a specially constructed grate for burning wood can be furnished that is readily inserted or removed through the feed door. This heater is especially adapted to rural sections where wood is plentiful and the demand for a combination wood and coal heater would naturally be shown. The feed section is unusually large affording a greatly increased radiating surface. It is fitted with a smoke curtain which prevents smoke or gas escaping to the cellar when the feed door is open. The Company advises that in a wood burning heater, the steel radiator gives the greatest satisfaction. For further particulars and literature of the Moncrief Heater, dealers should address the Henry-Miller Foundry Company, Cleveland, Ohio.

WE NEED TO PRACTICE AMERICANISM.

The more we teach and secure facilities for teaching the language of America, the more we decrease the liability of foreign-born men and women to exploitation, industrial injuries, social segregation, transiency and un-American standards of living.

The more the new American is treated with humanity, democracy, and equality, and native born Americans respect his contribution to our country to

the extent of eliminating paternalism, nicknames, racial prejudice and campaigns without his coöperation, the more will he love America, wish to become a citizen and make a home here for his family.

The more the American community provides accurate information on laws, the war and American ideals, and protects immigrants from exploitation, insanitary housing and other forms of social neglect, the less shall we hear of the alleged "menace" and "problem" associated with each new race that arrives.

The more that native American men and women make friends and coöperate with foreign-born men and women, learning their abilities and needs, emphasizing their good qualities and showing generous, sincere appreciation of all points of difference, the less shall we speak of them as "hordes" or generalize in false estimation of the significance of their presence with us.

The more we all practice our Americanism: enforcing good laws, providing just labor conditions, actually working with those concerning whom we have bright ideals, and with tireless enthusiasm consciously building a nobler nation, the more certainly will the hundreds of thousands of our foreign-born American soldiers return from the trenches and find the America worth fighting for awaiting them.

FIRM GUARANTEES PRICES AGAINST DECLINE UP TO END OF JUNE.

In a circular letter sent out to the trade, F. Meyer and Brother Company of Peoria, Illinois, manufacturers of warm air heater pipe and fittings, state that members of the firm have been studying the tin plate and galvanized sheet situations very closely since the armistice was signed, in order to determine what the trade tendencies would be this year. The markets have declined a little, but labor and other expenses have fully offset this decline.

"In the face of these facts," they declare, "we have made a reduction in our prices, and we do not believe that there will be any further cut made. In fact, so confident are we that this will be the case that *we herewith guarantee our prices against any decline on our line up to July 1st.*"

This definite pledge, coming from so well-known and trustworthy a firm, is certain to have a favorable effect throughout the entire sheet metal contracting trade. Its benefits will be more keenly appreciated in a few weeks when the revival of building shall have taken place. Sheet metal contractors who have taken advantage of this guarantee in the meantime will be in a position to handle a great deal of work which otherwise they would have to let go for lack of immediately available supplies.

Never Be Sorry.

For doing your level best.
For your faith in humanity.
For being kind to the poor.
For hearing before judging.
For being candid and frank.
For thinking before speaking.
For discounting the tale-bearer.

PRACTICAL HELPS FOR THE TINSMITH

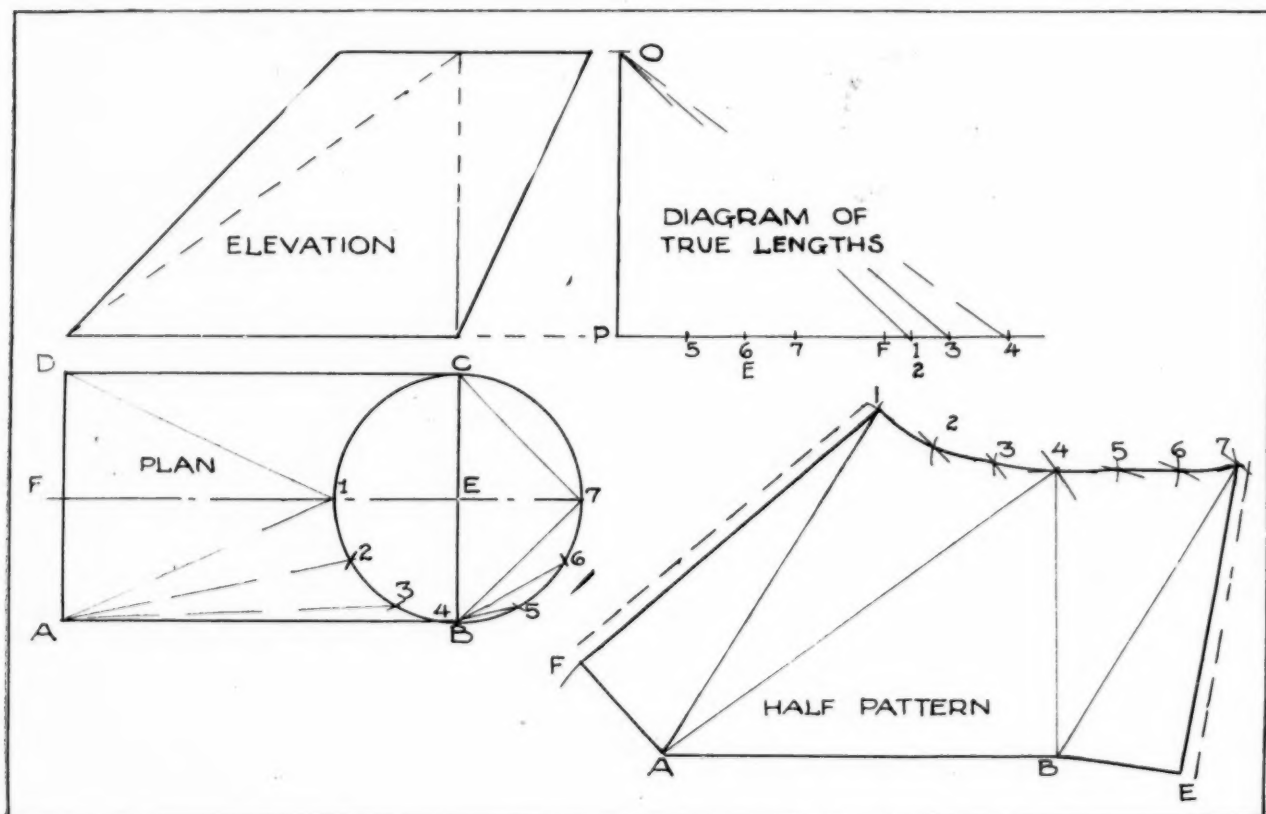
PATTERNS FOR SQUARE TO ROUND TRANSITION PIECE.

By O. W. KOTHE.

Transition pieces as shown in this drawing can be made in a great variety of different positions. The main idea is; to place the round base in its position over the square base. This always holds the two bases parallel to each other, no matter how the one may in-

and set as P-F and P-E. To make these true lengths clear, lines can be drawn to point O, but the workman familiar with triangulation may omit them.

To step out the pattern, observe the triangle A-4-B of plan and also elevation indicated by the dotted line is the most convenient to start with. Therefore draw a line in pattern as A-B equal to the length of rectangle. Now use true length O-4 and using point A, as center, strike arc as at 4. Then pick line O-P



Patterns for Square to Round Transition Piece.

cline from the other. In actual work the plan is sufficient. The elevation in this case is only shown to make the problem stand out better.

First draw the center line F-7 of plan and from it draw the rectangle A-B-C-D. In the desired position describe the round base, in this case using E, as center. In making this fitting in two pieces it is best to place a seam line on lines F-1 and E-7. Since both halves of the plan are the same only one-half needs to be treated by dividing the round base into equal spaces and drawing lines to the corners A and B as shown. This gives the base lines for our triangles in establishing the true lengths. To develop the true lengths draw a right angle as O-P-4 and let O-P be equal to the height of elevation. This distance can be measured. With dividers pick the length of line from plan as A-1; A-2; A-3; A-4, and place them as P-1-2-3-4. Next pick B-4-5-6 from plan and also set over in diagram. Next pick the seam lines F-1 and E-7

which in this case is equal to the length of B-4 in plan straightened out and using B, in pattern as center, cross arcs in point 4. We next must develop our circumference in the pattern, and to do this we pick one of the spaces as 4-3, or 4-5, from plan and using points 4 and 5 as center describe small arcs as at 3 and 5. Then pick true lengths O-3 and using A, as center cross arcs in point 3. Next pick line O-5 and using B, as center cross arcs in point 5. Next describe the small arc 2 and 6 using the new points 3 and 5 as centers. Now pick true length O-2 and using A, as center, cross arcs in point 2. In the same way cross arc 6 with line O-6 using B, as center. Repeat in this way until points 1 and 7 are established. The next step is to add the half width of rectangle as A-F. Setting our dividers to this distance and using A and B as center, strike arcs in points F and E. Now pick the seam line O-F and use point 1 in pattern as center, cross arcs in point F. Also pick seam line O-E

and using point 7 in pattern as center, cross arcs in point E. Join all points with lines, allow edges for seaming or rivetting and the pattern is finished.

MICHIGAN SHEET METAL CONTRACTORS PLAN ANNUAL CONVENTION.

Arrangements have been completed for the annual convention of the Michigan Sheet Metal Contractors' Association, which is to be held March 5, 6, and 7, 1919, in Kalamazoo, Michigan. The following program has been prepared for the sessions:

Wednesday, March 5, 1919.

- 8 a. m.—Opening of the Exhibition Hall.
- 9 a. m.—Meeting of the Auditing Committee with Secretary and Treasurer.
- 10 a. m.—Meeting of the Executive Board.
- 11 a. m.—Opening session.
- Address of Welcome by H. W. Johnson, City Manager of Kalamazoo.
- Response by F. W. Wolley, Ann Arbor.
- Appointment of Special Committees by the President.
- Adjournment.
- The Exhibit will remain open until 2 p. m.
- 2 p. m.—Warm Air Heater Session.
- Address, "The Origin, Development and Utility of the Pipeless Warm Air Heater," by Sam Strong of Homer, Michigan.
- Discussion of the above session.
- Report of Committee on proposed Warm Air Heater Law.
- Discussion.
- Following this session the Exhibit Hall will be open until 6 p. m.
- 6:30 p. m.—Dinner party given by the Kalamazoo Association.

Thursday, March 6, 1919.

- 9:00 a. m.—Meeting of the Travelers' Auxiliary Association.
- 9:45 a. m.—Opening of Regular Session.
- Trade Acceptances.
- Question Box. In charge of A. B. Lewless of Saginaw, Michigan.
- Report and awarding special prizes.
- Adjournment.
- Following this session the Exhibit Hall will be open until 2:00 p. m.
- 2:00 p. m.—Opening Song. Led by the Tinnets' Quartet.
- Address, "Holler When You Think You're Hurt," by E. A. Scott, editor of Sheet Metal, New York City.
- Song.
- Address, "The Steel Industry and Its Relation to the Winning of the War," by N. L. Pierson, Jr., of Detroit, Michigan.
- Song.
- Address, "Sales and Profits," by E. G. Weir of Dowagiac, Michigan.
- Report of Contest Committee and awarding of prizes.
- Adjournment.
- Exhibit Hall from the close of this meeting until 6:00 p. m.
- 6:30 p. m.—Banquet and entertainment furnished

by the Travelers' Auxiliary Association.

At the close of this Banquet the Exhibit Hall will again be open and remain open until 11:00 p. m.

Friday, March 7, 1919.

- 9:00 a. m.—Executive Session for Dealers only.
- Report of Committees.
- Secretary and Treasurer's reports.
- Election of Officers.
- Selection of next convention city and place for annual outing.
- Adjournment.

MEETING OF WISCONSIN SHEET METAL CONTRACTORS IS WELL ATTENDED.

The important matter of reestablishing Chicago as a price-basing point for steel products occupied the attention of the well-attended February meeting of the Master Sheet Metal Contractors' Association of Wisconsin which convened in Milwaukee. A letter was read from the Society of Iron and Steel Fabricators stating that the steel companies were adding approximately \$6.00 per ton, that being the freight rate from Pittsburgh to Chicago, and the Chicago manufacturers also added this freight rate. In view of the fact that they could manufacture steel in Chicago as well as they can in Pittsburgh, a movement was set on foot by the Iron and Steel Fabricators to protest against this being established, and a conference was called in Chicago which was attended by Paul L. Biersach and O. A. Hoffmann, secretary of the Association. A movement is on foot for reestablishing the Chicago price. Mr. Biersach and Mr. Hoffmann were to act as committee to represent the sheet metal industry in Milwaukee.

The State Convention, which will be held at the Hotel Wisconsin on March 20th, was discussed and John Bogenberger was appointed chairman of the finance committee to take care of the finances for this convention. The matter of subscribing to the National Builders' Association Convention to be held in Milwaukee, Wisconsin, on February 26th was also turned over to Mr. Bogenberger for attention.

After a lengthy discussion on the high cost of living and the proper wage scale, the chair appointed E. B. Tonnsen to report on the cost of living and Mr. Hamman to report on the living wage scale, both reports to be presented at the next meeting. This was unanimously carried.

MAINTAINS STANDARD OF QUALITY.

The Stark Rolling Mill Company, Canton, Ohio, manufacturers of Toncan Metal, particularly recommend this metal for outside sheet metal work as it is corrosion-resisting. The Company states that for eaves trough, balconies, flashing, ridges, ventilators, roofing, siding, etc., it has no equal. It takes four weeks to make a Toncan Metal Sheet. Only the best iron ore from mines all over the country is used in its manufacture. Throughout the process, the utmost care is exercised to maintain uniformity of composition in the mixtures and freedom from harmful impurities. In order to be certain that these sheets

are maintaining their high standard of quality, analyses are made at different stages of production. The manufacturers say that the experiences of hundreds of users have shown that the use of Toncan Metal in ventilators is an excellent way to guard against expensive renewals. Dealers should address The Stark Rolling Mill Company, Canton, Ohio, for further particulars about their products. They will also send, upon request, a hundred-page book on sheet metal entitled, "Corrosion—The Cause—The Effect—The Remedy."

PRINTS TIMELY BUSINESS ADVICE.

Noted for its sane judgment in matters concerning the interests of the trade, the Bulletin of the Master Tin and Sheet Metal Workers' Association of Philadelphia, Pennsylvania, offers some opportune suggestions regarding this period of readjustment. "The present times are not critical," it says, "but only exceptional, and on that account we should not lose our heads. Perhaps all of us at times think and some have said, 'Oh, what's the use?' and shut up shop. That denotes a fear of taking the consequences of being a business man.

"Our trade, as a whole, has a lot of work to do now, and a lot ahead. We felt last January about conditions as we do now, and most of us thought then the times would even be worse later, yet there doesn't seem to be much change. One week perhaps we're 'down in the mouth.' The next a couple of men show up from nowhere, and things look brighter.

"The cost of doing business possibly has increased; yet the cost of higher priced material, added to the higher cost of labor, and the increased overhead added to that; and then adding the same percentage of profit as before, means more money on each job than before. A fair profit is the due of any business man!

"You may have a little more trouble getting your work done; you may even have to do a lot of explaining of the higher prices on your bills; but that is part of your training, and if you are fair and truthful, you can easily convince your customer that your prices have advanced from any number of causes.

"It seems to be human nature to find fault. Yet a business man who receives all the complaints from all sources, and can keep a steady head and a clear mind, will find that in the near future days he can look back and laugh at what he thought might have been trouble, but was not.

"The monthly meeting of the Association should be the place for a general discussion on all subjects. It will do a lot of good to 'let off steam' and prepare for another month."

NOTES AND QUERIES.

Bonami Oil Cook Stove.

From J. H. Bedford, Bridgeport, Illinois.

Will you please tell me who makes the Bonami Oil Cook Stove?

Ans.—This is manufactured by the Lindemann Hoverson Company, 620 Orleans Street, Chicago, Illinois.

Electric Welders.

From H. E. Atteberry, Victoria, Texas.

Please inform me where I can buy electric welders.

Ans.—Automatic Electric Welder Company, 618 West Jackson Boulevard, Chicago; Taylor Welder Company, 1150 Peoples Gas Building, Chicago; and Federal Electric Welder Company, Warren, Ohio.

Repairing Automobile Radiators.

From T. J. Reed Estate, Three Rivers, Michigan.

Can you tell us who manufactures equipment for repairing automobile radiators? Also where can we obtain instructions in this work?

Ans.—The F. L. Curfman Manufacturing Company of Maryville, Missouri, can furnish these repairs and instruction, and G. F. Chapman, Department R, 535 Hazel Place, Akron, Ohio, can also give instruction.

Acetylene Welders.

From H. E. Atteberry, Victoria, Texas.

Kindly advise who makes acetylene welders.

Ans.—Imperial Brass Manufacturing Company, 510 South Racine Avenue, Chicago; Oxweld Acetylene Company, 3642 Jasper Place, Chicago; and Torchweld Equipment Company, Fulton and Carpenter Streets, Chicago.

Corrugating Machine and Elbow Machine.

From F. D. Mitchell, Secretary American Hardware Manufacturers' Association, 1510 Woolworth Building, New York City.

Will you kindly answer the following inquiries received from Mr. F. W. Merritt, P. O. Box 1924, Havana, Cuba? 1. Who makes hand power machines for corrugating edges of ridge rolls? 2. Who makes hand power machines for making one piece elbows for stove pipe?

Ans.—1. Berger Brothers Company, Philadelphia, Pennsylvania; Bertsch and Company, Cambridge City, Indiana; Merchant and Evans Company, 347 North Sheldon Street, Chicago; and Niagara Machine and Tool Works, Buffalo, New York. 2. Hemp and Company, St. Louis, Missouri; C. DeWitt Wagner, Cedar Rapids, Iowa; and Niagara Machine and Tool Works, Buffalo, New York.

Bray Gas Burners.

From Samuel Heath, 531 Jamestown Avenue, Roxborough, Philadelphia, Pennsylvania.

Can you inform me who manufactures the Bray gas burners?

Ans.—These are made by the William M. Crane Company, 16 West 32nd Street, New York City.

ITEMS.

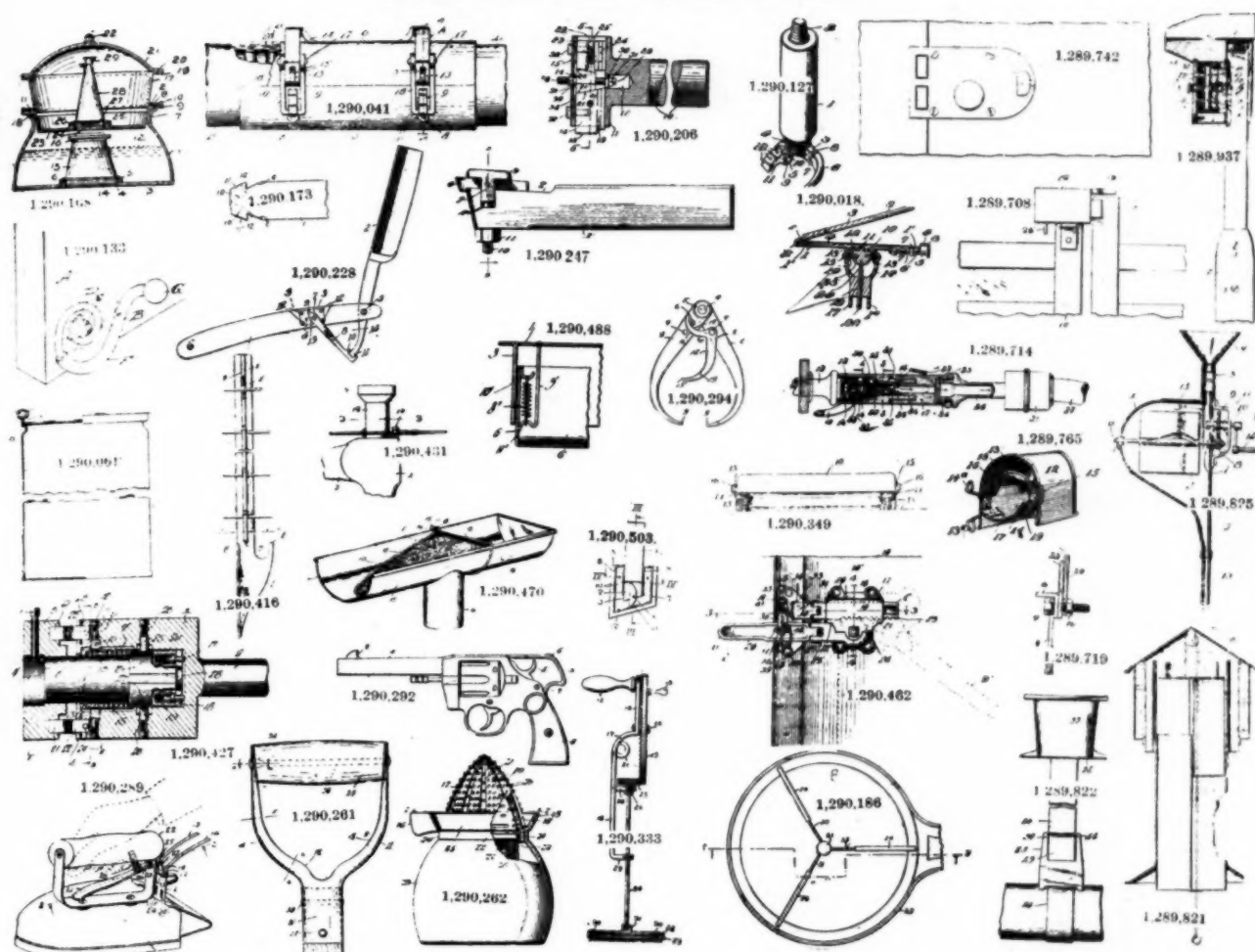
The Canton Metal Products Company, Canton, Ohio, plans the erection of a plant, 150 x 300 feet, to cost about \$60,000.

The American Sheet Metal Company, Des Moines, Iowa, was recently incorporated for \$25,000 by A. L. Dunlap, and E. J. Younker.

The Duluth Corrugating and Roofing Company, Duluth, Minnesota, plans to remodel two buildings for the manufacture of sheet iron and metal products.

The Horton-Angell Company, Attleboro, Massachusetts, has been incorporated to make metal goods with a capital of \$215,000. The incorporators are Clarence L. Watson, Samuel M. Einstein, Walter A. Cunningham and Thomas F. Manning.

NEW PATENTS.



1,289,708. Gate Latch. Louis Enok, Weirsdale, Fla. Filed June 8, 1918.

1,289,714. Hose Coupling. Charles Elkin, New York, N. Y. Filed Mar. 27, 1917.

1,289,719. Wash Bench. Joseph S. Fiala, Chicago, Ill. Filed Oct. 7, 1916.

1,289,742. Door Lock. Isaac Hammer, New York, N. Y. Filed July 17, 1918.

1,289,765. Attachment for Meat Grinders. Frederick H. Hood, Providence, R. I. Filed May 20, 1918.

1,289,821. Ventilator. Alfred Laakso, Wakefield, Mich. Filed Aug. 31, 1917.

1,289,822. Pipe Hanger. William Langdon, Toledo, Ohio. Filed June 7, 1918.

1,289,825. Fly Trap. John B. Lauen, Mountain Park, Okla. Filed Mar. 2, 1917.

1,289,937. Wrench. Anthony C. Shade, Los Angeles, Cal. Filed Aug. 5, 1918.

1,290,018. Safety Razor. James D. Goodwin, Richmond, Va. Filed Apr. 25, 1918.

1,290,041. Hose Repair Device. Lars J. Anderson, Grantsburg, Wis. Filed July 7, 1916.

1,290,061. Sheet Metal Receptacle. Manfred Brandenstein, San Francisco, Cal. Filed Sept. 27, 1916.

1,290,127. Fishing Tool. Samuel S. Drake, Boise, Idaho, assignor of one-half to Richard H. Johnson, Boise, Idaho. Filed May 9, 1918.

1,290,133. Door Holder. Francis X. Dusseau, Detroit, Mich. Filed Oct. 17, 1917.

1,290,168. Kitchen Utensil. Joseph G. Gavlak, Monongahela, Pa. Filed July 25, 1917.

1,290,173. Staple. Louis B. Girard, Los Angeles, Cal., assignor, by mesne assignments, to himself, and John P. Whitmore, South Pasadena, Cal. Original application filed Oct. 2, 1916. Divided and this application filed Mar. 12, 1917.

1,290,186. Attachment for Cooking Utensils. Louis Held, San Francisco, Cal. Filed June 7, 1918.

1,290,206. Adjustable Reamer. Charles P. Howk, Worcester, Mass. Filed June 5, 1918.

1,290,228. Device for Shaving. Walter Dewitt Kemp, New York, N. Y. Filed Mar. 30, 1917.

1,290,247. Tool Holder. George W. Larson, New York, N. Y. Filed Apr. 13, 1918.

1,290,261. Handle for Agricultural Tools. Erwin D. Lowell, Cleveland Heights, Ohio, assignor to The American Fork & Hoe Company, Cleveland, Ohio. Filed Oct. 21, 1918.

1,290,262. Juice Extractor. Frances Lyttle, Pasadena, Cal. Filed Dec. 29, 1917.

1,290,289. Electric Flat Iron. William Morgan, Los Angeles, Cal. Filed Jan. 28, 1918.

1,290,292. Pistol. John C. Morrison, Spokane, Wash. Filed Sept. 13, 1918.

1,290,294. Attachment for Outside Calipers. Roy Lynn Mossman, Humboldt, Tenn. Filed June 24, 1918.

1,290,333. Kitchen Utensil. Abraham C. Pattison, Cumberland, Wis. Filed July 17, 1917.

1,290,349. Wash Board. Harry Raker, Dickson City, Pa. Filed Aug. 22, 1918.

1,290,416. Fence Post. Pinckney V. Tuell, Wood, S. D. Filed Mar. 4, 1918.

1,290,427. Tap and Die Chuck. Joseph Velk, Milwaukee, Wis. Filed Mar. 9, 1918.

1,290,431. Wire Stretching and Splicing Tool. Thomas J. Waite, Seminole, Okla. Filed May 8, 1917.

1,290,462. Sliding Door Closing and Locking Device. Arthur Withall, Chicago, Ill., assignor to William H. Miner, Chazy, N. Y. Filed Mar. 21, 1917.

1,290,470. Strainer for Eaves Troughs. Edward Yordy, Graymont, Ill. Filed Dec. 14, 1917.

1,290,488. Door Attachment. Harry B. Bass, Yukon, Okla. Filed Apr. 18, 1917.

1,290,503. Lock. Henry S. Brill, New York, N. Y. Filed May 6, 1918.

WEEKLY REPORT OF TRADE AND THE MARKETS

STEEL TRADE INSISTS THAT PRICES WILL NOT DECLINE UNTIL COST OF LIVING GOES DOWN.

Steel producers maintain that no reduction in the price of their product is possible until the cost of living goes down to a degree which will permit a corresponding reduction of wages. A few of the steel mill managers have felt out the temper of the workers toward the acceptance of wage reductions in an effort to accelerate readjustment, but no progress along this line has been reported.

The general impression that a reduction in prices is to be expected is derived from the situation in other lines of industry. The steel trade has contended that readjustment did not necessarily call for a reduction of inflation, and has maintained that any reduction in prices would be temporary at best. It feels that once the demand starts it will result in a volume of business that will force prices to advance again, and some interests predict that prices will go far beyond their present levels.

Pending authoritative information, observers of trade conditions are predicting a reduction at about April 1. This prediction is not considered sound, for it is believed certain that the trade will not cut prices unless a demand for "investment" steel develops. The trade holds that there would be no ground for a voluntary decrease except under the conditions created by an active demand. Most of the steel now being turned out is on contract, and the trade would lose more in the adjustment of prices to the new basis than it could hope to gain by attracting new business. Little could be expected from a reduction in prices in the way of new business, since it is well known that action along that line would result in increased uncertainty rather than in improvement. Some interests say business would fall off if prices were lowered offhand in an effort to create new demand.

The minute the investment steel buyers appear in the market in sufficient strength the trade is expected to make such concessions as the situation demands, but it is not believed that anything will be done before the development of investment buying.

In some quarters it is contended that a reduction in prices would tend to help the general readjustment and that voluntary concessions by the trade would be followed by general activity, which, in the end, would restore confidence and result in a demand for steel. In support of this view, it is said the run down condition of plants and equipment demands early attention and that all interests are anxious to get busy on reconstruction. Whatever decision the trade arrives at in this connection will be dictated by a desire to hasten readjustment along the most scientific lines, and that must be decided as a question of policy.

STEEL.

Reports from Philadelphia state that bids will be taken February 18 by the Navy Department on 16,000 tons of plates for four battleships and one fuel ship to be built in the navy yards at Norfolk, Brooklyn, Boston, and Mare Island. This is the only order of any magnitude pending in the domestic market. Since the reduction in ocean freight rates, there has been a notable increase in the number of inquiries for export. The belief is expressed in the trade that orders will result from the inquiries.

COPPER.

In the copper industry the most notable feature is the acceptance of a lower wage scale by miner and smelter workers as the result of a conference at Washington, D. C., of government officials, representative of copper producing interests, and copper plant operatives. Sales of refined copper last week amounted to between 15,000,000 and 20,000,000 pounds. Most of the business was done during the last three days of the week at prices ranging from 18 cents to 18½ cents per pound, but sales were also made early in the week at 18½ cents to 18¾ cents, including one or two small lots for export to England outside of the Copper Export Association. In fact, considerable business was done before public announcement was made. The bulk of sales were on domestic account for February shipment. There were rumors of some sales for future shipment but these transactions were probably those put through early in the year at 20.00c per pound, when one producing interest sold nearly its entire prospective output at this figure. It is an interesting fact that February sales thus far have been over 5,000,000 pounds greater than during the whole month of January.

Production of copper at smelters during January showed a decrease of about 30 per cent as compared with average output in November and December 1918, but it is evident with the enormous supplies of scrap as well as of virgin copper, that curtailment must be even more drastic if the industry is to return to healthful conditions this year. It is pointed out that the great copper producing interests in South America, especially in Chili and Peru and which have very low productive costs, are not likely to curtail operations while there is a prospect of disposing of their output at a substantial profit. In these circumstances, the heavy surplus now being carried in this country have to be sold at lower prices than have yet been made.

TIN.

London cables reported a sharp break of £8 per ton in all positions of tin. Straits tin on the spot declined to £225 10s, which is equivalent to 48 cents a pound. There was a good business transacted at the lower

quotation, 80 tons of spot and 270 tons of futures being turned over.

The constant declining tendency abroad is not inducing any buying in the domestic market, where tin is held artificially about 20 cents a pound higher, and the government is still trying to sell its holdings at 72½ cents.

The American producers seem to have reached an agreement with the authorities whereby they will sell their product in only less than 5-ton lots.

The decline abroad is another adverse feature in the liquidation of the unsold Government stocks, and all interests using tin are getting despondent over the situation which continues most demoralizing. It is three months since the war ended, and it has been the worst period that industries using the metal have ever experienced in their history, and the discouraging thing is the end is not in sight. With an inevitable heavy decline in import costs to come sooner or later, buyers of commodities into which tin enters are only buying in the smallest possible quantities for urgent requirements. It is very doubtful if tin is actually being consumed at present at a higher rate than 2,000 tons per month.

Comments are heard regarding the fact of nothing being heard nowadays about Banca tin seeking a market, and the opinion is expressed that Germany may have bought up the spot supply and output, but of course, if this was the case, they have no means yet of getting the tin.

The week opens exceedingly dull with prices nominally unchanged. Prices of American Electrolytic for prompt delivery can be shaded, but how much can only be determined on a bid.

LEAD.

As a consequence of falling off in demand for lead, curtailment of production is taking place. The market is quiet as a result of the recent decline of the leading interest's price to 4.70 cents East St. Louis. Resellers are offering enough lead to keep the market on a downward course. A few lead companies are refusing to offer any of the metal, but they are not able to prevent the weakness. More mines have closed down, and the output is restricted, but this does not offset the lack of demand. The weakness abroad is also a depressing factor, as it is believed to be in line with the British policy to force down American products to as low a level as possible before buying.

SOLDER.

No further reductions have taken place in the prices of solder in the Chicago market, the present figures being as follows: Warranted 50-50, per pound, 40.5 cents; Commercial 45-55, per pound, 37.2 cents; Plumbers', per pound, 33.9 cents.

SPELTER.

Receipts of spelter at St. Louis so far this year are more than twice as large as the receipts for the corresponding period last year, but the shipments so far this year exceeded those of 1918 by a greater amount, so there was no increase in stocks. Receipts for last

week were slightly smaller than those for the preceding week, but they were considerably smaller than the shipments, the latter were much heavier than those for the preceding week. Quotations ranged from 6.20 to 6.30 cents.

SHEETS.

For the first time in several years the leading independent sheet manufacturer in the Chicago district is operating his sheet mills at full capacity for the first time in several years. Both blue annealed, black and galvanized are in equally strong demand. Much inquiry is being received and this is resulting in steady selling and in a general healthy condition of this department. Manufacturers using this form of steel appear to be going ahead steadily and are not deterred by future conditions. Warehouses are not as anxious for tonnage as formerly and appear to be holding their stocks somewhat closer than usual in the expectation of possible lower prices.

TIN PLATE.

The Pittsburgh tin plate producers have not changed their base price of \$7.35 f. o. b. mills per 100 pounds, on both domestic and foreign business. Independent manufacturers have not yet booked sufficient orders to operate their plants at better than 60 per cent of capacity. The decline in ocean freight rates has resulted in an increase of export inquiries. In view of the fact that there is only a slight difference in prices between those of American and Welsh manufacturers, it is the opinion of the trade that foreign orders will not be difficult to obtain.

OLD METALS.

The belief is quite prevalent in the Chicago market that prices of scrap iron and steel will soon cease their downward tendency, although dealers do not look for much improvement during the next month or two.

Wholesale quotations in the Chicago district, which may be considered nominal, are as follows: Old steel axles, \$28.00 to \$30.00; old iron axles, \$28.00 to \$30.00; steel springs, \$18.00 to \$18.50; No. 1 wrought iron, \$15.00 to \$15.50; No. 1 cast, \$20.00 to \$21.00 all net tons. Prices for non-ferrous metals are as follows, per pound: Light copper, 11½ cents; light brass, 6½ cents; lead, 3½ cents; zinc, 3¾ cents; cast aluminum, 17 cents.

PIG IRON.

Producers report a quiet situation in pig iron and expect no important buying move before the next month. There seems to be no disposition among the furnaces to pile iron, and they intend to curtail output further in order to relieve the situation. More furnaces will go out of blast in consequence until the outlook is getting better.

Several instances of quoting iron under the present market developed during the past week, but so far this has been of an isolated character, and does not reflect the general situation. The fact remains, however, that the situation is perceptibly weaker in spots with reference to new business.

Current Hardware and Metal Prices.

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing Western Hardware and Metal prices corrected weekly.

<div><div>METALS.</div><div>PIG IRON.</div><table><tr><td>Basic.....</td><td>\$34 40</td></tr><tr><td>Northern Fdy., No. 2.....</td><td>34 00</td></tr><tr><td>Southern Fdy No. 2.....</td><td>40 25</td></tr><tr><td>Lake Sup. Charcoal.....</td><td>38 70-39 00</td></tr><tr><td>Malleable.....</td><td>34 50</td></tr></table><div>FIRST QUALITY BRIGHT TIN PLATES.</div><table><tr><td>IC 14x20.....</td><td>112 sheets</td><td>\$14 10</td></tr><tr><td>IX 14x20.....</td><td></td><td>15 75</td></tr><tr><td>IXX 14x20.....</td><td></td><td>17 55</td></tr><tr><td>IXXX 14x20.....</td><td></td><td>18 80</td></tr><tr><td>IXXXX 14x20.....</td><td></td><td>20 10</td></tr><tr><td>IC 20x28.....</td><td></td><td>28 20</td></tr><tr><td>IX 20x28.....</td><td></td><td>31 50</td></tr><tr><td>IXX 20x28.....</td><td></td><td>35 10</td></tr><tr><td>IXXX 20x28.....</td><td></td><td>37 60</td></tr><tr><td>IXXXX 20x28.....</td><td></td><td>40 20</td></tr></table><div>COKE PLATES.</div><table><tr><td>Cokes, 180 lbs.....</td><td>20x28</td><td>\$17 70</td></tr><tr><td>Cokes, 200 lbs.....</td><td>20x28</td><td>18 00</td></tr><tr><td>Cokes, 214 lbs.....</td><td>IC 20x28</td><td>18 60</td></tr><tr><td>Cokes, 270 lbs.....</td><td>IX 20x28</td><td>21 00</td></tr></table><div>BLUE ANNEALED SHEETS.</div><table><tr><td>No. 10.....</td><td>per 100 lbs.</td><td>\$5 17</td></tr><tr><td>No. 12.....</td><td>per 100 lbs.</td><td>5 22</td></tr><tr><td>No. 14.....</td><td>per 100 lbs.</td><td>5 27</td></tr><tr><td>No. 16.....</td><td>per 100 lbs.</td><td>5 37</td></tr></table><div>ONE PASS COLD ROLLED BLACK.</div><table><tr><td>No. 18-20.....</td><td>per 100 lbs.</td><td>\$6 02</td></tr><tr><td>No. 22-24.....</td><td>per 100 lbs.</td><td>6 07</td></tr><tr><td>No. 26.....</td><td>per 100 lbs.</td><td>6 12</td></tr><tr><td>No. 27.....</td><td>per 100 lbs.</td><td>6 17</td></tr><tr><td>No. 28.....</td><td>per 100 lbs.</td><td>6 22</td></tr></table><div>GALVANIZED.</div><table><tr><td>No. 16.....</td><td>per 100 lbs.</td><td>\$6 82</td></tr><tr><td>No. 18-20.....</td><td>per 100 lbs.</td><td>6 97</td></tr><tr><td>No. 22-24.....</td><td>per 100 lbs.</td><td>7 12</td></tr><tr><td>No. 26.....</td><td>per 100 lbs.</td><td>7 27</td></tr><tr><td>No. 27.....</td><td>per 100 lbs.</td><td>7 42</td></tr><tr><td>No. 28.....</td><td>per 100 lbs.</td><td>7 57</td></tr><tr><td>No. 30.....</td><td>per 100 lbs.</td><td>8 07</td></tr></table><div>POLISHED SHEET STEEL.</div><table><tr><td>No. 24.....</td><td>per 100 lbs.</td><td>\$7 82</td></tr><tr><td>No. 26.....</td><td>per 100 lbs.</td><td>7 87</td></tr><tr><td>No. 27.....</td><td>per 100 lbs.</td><td>7 92</td></tr><tr><td>No. 28.....</td><td>per 100 lbs.</td><td>8 02</td></tr></table><div>SMOOTH SHEET STEEL.</div><table><tr><td>Wood's Smooth No. 20.....</td><td>\$7 27</td></tr><tr><td>" " No. 22-24.....</td><td>7 32</td></tr><tr><td>" " No. 25-26.....</td><td>7 37</td></tr><tr><td>" " No. 27.....</td><td>7 42</td></tr><tr><td>" " No. 28.....</td><td>7 52</td></tr></table><div>PATENT PLANISHED SHEET IRON.</div><table><tr><td>Patent Planished Sheet Iron, 100 lbs., base No. 28.....</td><td>\$11 55</td></tr></table><div>BAR SOLDER.</div><table><tr><td>Warranted, 50-50.....</td><td>per lb.</td><td>40.50c</td></tr><tr><td>Commercial, 45-55.....</td><td>"</td><td>37.20c</td></tr><tr><td>Plumbers'.....</td><td>"</td><td>33.90c</td></tr></table><div>SPELTER.</div><table><tr><td>In slabs.....</td><td>7 1/2c</td></tr></table><div>SHEET ZINC.</div><table><tr><td>Cask lots.....</td><td>13c</td></tr><tr><td>Less than cask lots.....</td><td>13 1/2c to 13 3/4c</td></tr></table><div>COPPER.</div><table><tr><td>Copper sheet, base.....</td><td>27c</td></tr></table></div>	Basic.....	\$34 40	Northern Fdy., No. 2.....	34 00	Southern Fdy No. 2.....	40 25	Lake Sup. Charcoal.....	38 70-39 00	Malleable.....	34 50	IC 14x20.....	112 sheets	\$14 10	IX 14x20.....		15 75	IXX 14x20.....		17 55	IXXX 14x20.....		18 80	IXXXX 14x20.....		20 10	IC 20x28.....		28 20	IX 20x28.....		31 50	IXX 20x28.....		35 10	IXXX 20x28.....		37 60	IXXXX 20x28.....		40 20	Cokes, 180 lbs.....	20x28	\$17 70	Cokes, 200 lbs.....	20x28	18 00	Cokes, 214 lbs.....	IC 20x28	18 60	Cokes, 270 lbs.....	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"	33.90c	In slabs.....	7 1/2c	Cask lots.....	13c	Less than cask lots.....	13 1/2c to 13 3/4c	Copper sheet, base.....	27c	<div><div>LEAD.</div><table><tr><td>American Pig.....</td><td>\$5 75</td></tr><tr><td>Bar.....</td><td>5 75</td></tr></table><div>Sheet.</div><table><tr><td>Full coils.....</td><td>per 100 lbs.</td><td>\$9 00</td></tr><tr><td>Cut coils.....</td><td>per 100 lbs.</td><td>9 25</td></tr></table><div>TIN.</div><table><tr><td>Pig tin.....</td><td>76 1/2</td></tr><tr><td>Bar tin.....</td><td>Nominal</td></tr></table><div>HARDWARE.</div><div>ADZES.</div><div>Carpenters'.</div><table><tr><td>Plumbs.....</td><td>Net</td></tr></table><div>Coopers'.</div><table><tr><td>Barton's.....</td><td>Net</td></tr><tr><td>White's.....</td><td>Net</td></tr></table><div>Railroad.</div><table><tr><td>Plumbs.....</td><td>Net</td></tr></table><div>AMMUNITION.</div><div>Caps, Percussion—per 1,000.</div><table><tr><td>F. L., Waterproof, 1-10s.....</td><td>20&2 1/2%</td></tr><tr><td>G. D.</td><td>20&2 1/2%</td></tr><tr><td>Musket.....</td><td>20&2 1/2%</td></tr></table><div>Shells, Loaded.</div><table><tr><td>Loaded with Black Powder. 20&2 1/2%</td></tr><tr><td>Loaded with Smokeless Powder, medium grades.</td><td>20&2 1/2%</td></tr><tr><td>Loaded with Smokeless Powder, high grade.</td><td>20&2 1/2%</td></tr></table><div>Winchester.</div><table><tr><td>Smokeless Repeater Grade. 20&2 1/2%</td></tr><tr><td>Smokeless Leader Grade.</td><td>20&2 1/2%</td></tr><tr><td>Black Powder.....</td><td>20&2 1/2%</td></tr></table><div>U. M. C.</div><table><tr><td>Nitro Club.....</td><td>20&2 1/2%</td></tr><tr><td>Arrow.....</td><td>20&2 1/2%</td></tr><tr><td>New Club.....</td><td>20&2 1/2%</td></tr></table><div>Gun Wads—per 1000.</div><table><tr><td>Winchester 7-8 gauge.....</td><td>\$2 25</td></tr><tr><td>" 9-10 gauge.....</td><td>1 94</td></tr><tr><td>" 11-28 gauge.....</td><td>1 63</td></tr></table><div>Powder.</div><table><tr><td>DuPont's Sporting, kegs.....</td><td>\$11 25</td></tr><tr><td>" " 1/2 kegs.....</td><td>5 60</td></tr><tr><td>" " 1/4 kegs.....</td><td>3 10</td></tr><tr><td>DuPont's Canisters, 1-lb.....</td><td>56</td></tr><tr><td>" " 1/2-lb.....</td><td>32</td></tr><tr><td>" " 1-lb.....</td><td>22</td></tr><tr><td>" Smokeless, drums.....</td><td>43 50</td></tr><tr><td>" " kegs.....</td><td>22 00</td></tr><tr><td>" " 1/2 kegs.....</td><td>11 25</td></tr><tr><td>" " 1/4 kegs.....</td><td>5 75</td></tr><tr><td>" " canisters.....</td><td>1 00</td></tr></table><div>L. & R. Orange, Extra Sporting</div><table><tr><td>kegs.....</td><td>11 25</td></tr></table><div>L. & R. Orange, Extra Sporting</div><table><tr><td>1/2 kegs.....</td><td>5 90</td></tr></table><div>L. & R. Orange, Extra Sporting</div><table><tr><td>1/4 kegs.....</td><td>3 10</td></tr></table><div>L. & R. Orange, Extra Sporting</div><table><tr><td>1 lb. canisters.....</td><td>56</td></tr></table><div>L. & R. Orange, Extra Sporting</div><table><tr><td>1/2 lb. canisters.....</td><td>32</td></tr></table><div>L. & R. Orange, Extra Sporting</div><table><tr><td>1/4 lb. canisters.....</td><td>22</td></tr></table><div>Hercules "E. C." and "Infallible"</div><table><tr><td>50 can drums.....</td><td>43 50</td></tr><tr><td>Hercules "E. C." kegs.....</td><td>22 50</td></tr><tr><td>Hercules "E. C." 1/2 kegs.....</td><td>11 25</td></tr><tr><td>Hercules "Infallible," 25 can drums.....</td><td>22 00</td></tr><tr><td>Hercules "Infallible," 10 can drums.....</td><td>9 00</td></tr><tr><td>Hercules "E. C." 1/4 kegs.....</td><td>5 75</td></tr><tr><td>Hercules "E. C." and "Infallible" canisters.....</td><td>1 00</td></tr><tr><td>Hercules W. A. .30 Cal. Rifle, canisters.....</td><td>1 25</td></tr><tr><td>Hercules Lightning Rifle, canisters.....</td><td>1 25</td></tr><tr><td>Hercules Sharpshooter Rifle, canisters.....</td><td>1 25</td></tr><tr><td>Hercules Unique Rifle, canisters</td><td>1 50</td></tr><tr><td>Hercules Bullseye Revolver, canisters.....</td><td>1 00</td></tr></table><div>ANVILS.</div><table><tr><td>Trenton, 70 to 80 lbs.....</td><td>9 1/2c per lb.</td></tr><tr><td>Trenton, 81 to 150 lbs.....</td><td>9 1/2c per lb.</td></tr></table><div>ASBESTOS.</div><table><tr><td>Board and Paper, up to 1/16" 17c per lb. Thicker 18c per lb.</td></tr></table></div>	American Pig.....	\$5 75	Bar.....	5 75	Full coils.....	per 100 lbs.	\$9 00	Cut coils.....	per 100 lbs.	9 25	Pig tin.....	76 1/2	Bar tin.....	Nominal	Plumbs.....	Net	Barton's.....	Net	White's.....	Net	Plumbs.....	Net	F. L., Waterproof, 1-10s.....	20&2 1/2%	G. D.	20&2 1/2%	Musket.....	20&2 1/2%	Loaded with Black Powder. 20&2 1/2%	Loaded with Smokeless Powder, medium grades.	20&2 1/2%	Loaded with Smokeless Powder, high grade.	20&2 1/2%	Smokeless Repeater Grade. 20&2 1/2%	Smokeless Leader Grade.	20&2 1/2%	Black Powder.....	20&2 1/2%	Nitro Club.....	20&2 1/2%	Arrow.....	20&2 1/2%	New Club.....	20&2 1/2%	Winchester 7-8 gauge.....	\$2 25	" 9-10 gauge.....	1 94	" 11-28 gauge.....	1 63	DuPont's Sporting, kegs.....	\$11 25	" " 1/2 kegs.....	5 60	" " 1/4 kegs.....	3 10	DuPont's Canisters, 1-lb.....	56	" " 1/2-lb.....	32	" " 1-lb.....	22	" Smokeless, drums.....	43 50	" " kegs.....	22 00	" " 1/2 kegs.....	11 25	" " 1/4 kegs.....	5 75	" " canisters.....	1 00	kegs.....	11 25	1/2 kegs.....	5 90	1/4 kegs.....	3 10	1 lb. canisters.....	56	1/2 lb. canisters.....	32	1/4 lb. canisters.....	22	50 can drums.....	43 50	Hercules "E. C." kegs.....	22 50	Hercules "E. C." 1/2 kegs.....	11 25	Hercules "Infallible," 25 can drums.....	22 00	Hercules "Infallible," 10 can drums.....	9 00	Hercules "E. C." 1/4 kegs.....	5 75	Hercules "E. C." and "Infallible" canisters.....	1 00	Hercules W. A. .30 Cal. Rifle, canisters.....	1 25	Hercules Lightning Rifle, canisters.....	1 25	Hercules Sharpshooter Rifle, canisters.....	1 25	Hercules Unique Rifle, canisters	1 50	Hercules Bullseye Revolver, canisters.....	1 00	Trenton, 70 to 80 lbs.....	9 1/2c per lb.	Trenton, 81 to 150 lbs.....	9 1/2c per lb.	Board and Paper, up to 1/16" 17c per lb. Thicker 18c per lb.	<div><div>AUGERS</div><table><tr><td>Boring Machine.....</td><td>60%</td></tr><tr><td>Irwin's.....</td><td>25%</td></tr><tr><td>Carpenter's Nut.....</td><td>50%</td></tr></table><div>Hollow.</div><table><tr><td>Bonney's.....</td><td>per doz.</td><td>30 00</td></tr><tr><td>Stearns, No. 3.....</td><td>"</td><td>60 00</td></tr></table><div>Post Hole.</div><table><tr><td>Iwan's Post Hole and Well.....</td><td>25%</td></tr><tr><td>Vaughan's, 4 to 9-in.</td><td>per doz.</td><td>\$13 00</td></tr></table><div>Ship.</div><table><tr><td>Ford's, with or without screw, Net list</td></tr></table><div>AWLS.</div><div>Broad.</div><table><tr><td>No. 3 Handled.....</td><td>per doz.</td><td>\$0 65</td></tr><tr><td>No. 1050 Handled.....</td><td>"</td><td>1 40</td></tr><tr><td>Shouldered, assorted 1 to 4, per gro.</td><td>4 00</td></tr><tr><td>Patent asst'd, 1 to 4..</td><td>"</td><td>85</td></tr></table><div>Harness.</div><table><tr><td>Common.....</td><td>"</td><td>1 05</td></tr><tr><td>Patent.....</td><td>"</td><td>1 00</td></tr></table><div>Peg.</div><table><tr><td>Shouldered.....</td><td>"</td><td>1 60</td></tr><tr><td>Patented.....</td><td>"</td><td>75</td></tr></table><div>Scratch.</div><table><tr><td>No. 1S, socket hand'ld.</td><td>per doz.</td><td>2 50</td></tr><tr><td>No. 344 Goodell-Pratt, List, less 35-40%</td></tr><tr><td>No. 7 Stanley</td><td>"</td><td>2 25</td></tr></table><div>AXES.</div><div>Boys' Handled.</div><table><tr><td>Niagara.....</td><td>"</td><td>12 50</td></tr></table><div>Broad.</div><table><tr><td>Plumbs, West, Pat.....</td><td>List</td></tr><tr><td>" Can. Pat.....</td><td>\$69 00</td></tr><tr><td>" Firemen's (handled),</td><td>per doz.</td><td>21 00</td></tr></table><div>Single Bitted (without handles).</div><table><tr><td>Warren Silver Steel. . on application</td></tr><tr><td>Warren Blue Finished. "</td></tr><tr><td>Matchless Red Pole.....</td><td>\$11 50</td></tr></table><div>Double Bitted (without handles).</div><table><tr><td>Warren's Natl. Blue, 3 1/2 to 4 1/2 lb.....</td><td>Prices on application</td></tr><tr><td>The above prices on axes of 3 to 4 lbs. are the base prices.</td></tr></table><div>BAGS, PAPER NAIL.</div><table><tr><td>Pounds.....</td><td>10</td><td>16</td><td>20</td><td>25</td></tr><tr><td>Per 1,000.....</td><td>\$5 00</td><td>6 50</td><td>7 50</td><td>9 00</td></tr></table><div>BALANCES, SPRING.</div><table><tr><td>Pelouze.....</td><td>20%</td></tr></table><div>BARS, CROW.</div><table><tr><td>Pinch or Wedge Point, per cwt.....</td><td>\$8 50</td></tr></table><div>BASKETS.</div><div>Clothes.</div><table><tr><td>Small Willow.....</td><td>per doz.</td><td>15 00</td></tr><tr><td>Medium Willow.....</td><td>"</td><td>17 00</td></tr><tr><td>Large Willow.....</td><td>"</td><td>20 00</td></tr></table><div>Galvanized Steel. 1/2 bu. 1 bu. 1 1/2 bu.</div><table><tr><td>Per doz.....</td><td>\$11 50</td><td>\$17 00</td><td>\$22 00</td></tr></table></div>	Boring Machine.....	60%	Irwin's.....	25%	Carpenter's Nut.....	50%	Bonney's.....	per doz.	30 00	Stearns, No. 3.....	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"	20 00	Per doz.....	\$11 50	\$17 00	\$22 00	<div><div>BEATERS.</div><table><tr><td>Carpet.</td><td>Per doz.</td></tr><tr><td>No. 7 Tinned Spring Wire...</td><td>\$1 10</td></tr><tr><td>No. 8 Spring Wire coppered...</td><td>1 50</td></tr><tr><td>No. 9 Preston.....</td><td>1 75</td></tr></table><div>Egg.</div><table><tr><td>No. 50 Imp. Dover.....</td><td>per doz.</td><td>\$1 10</td></tr><tr><td>No. 102 " " tinned...</td><td>"</td><td>1 35</td></tr><tr><td>No. 150 " " hotel...</td><td>"</td><td>2 10</td></tr><tr><td>No. 10 Heavy hotel tinned...</td><td>"</td><td>2 10</td></tr><tr><td>No. 13 " " ".....</td><td>"</td><td>3 30</td></tr><tr><td>No. 15 " " ".....</td><td>"</td><td>3 60</td></tr><tr><td>No. 18 " " ".....</td><td>"</td><td>4 50</td></tr></table><div>Hand.</div><table><tr><td>8 9 10 12</td></tr><tr><td>Per doz.....</td><td>\$11 50</td><td>13 00</td><td>14 75</td><td>18 00</td></tr></table><div>Moulders'.</div><table><tr><td>12-inch.....</td><td>Per doz.</td><td>20 00</td></tr></table><div>BELLS.</div><div>Call.</div><table><tr><td>3-inch Nickeled Rotary Bell, Bronzed base.....</td><td>per doz.</td><td>\$5 50</td></tr></table><div>Cow.</div><table><tr><td>Kentucky.....</td><td>30%</td></tr></table><div>Door.</div><table><tr><td>New Departure Automatic...</td><td>\$ 7 50</td></tr></table><div>Rotary.</div><table><tr><td>3-in. Old Copper Bell.....</td><td>6 00</td></tr><tr><td>3-in. Old Copper Bell, fancy.</td><td>8 00</td></tr><tr><td>3-in. Nickeled Steel Bell.....</td><td>6 00</td></tr><tr><td>3 1/2-in. Nickeled Steel Bell.....</td><td>6 50</td></tr></table><div>Hand.</div><table><tr><td>Hand Bells, polished.....</td><td>15%</td></tr><tr><td>White Metal.....</td><td>15%</td></tr><tr><td>Nickel Plated.....</td><td>10%</td></tr><tr><td>Swiss.....</td><td>15%</td></tr><tr><td>Silver Chime.....</td><td>10%</td></tr></table><div>Miscellaneous.</div><table><tr><td>Church and School, steel alloys...</td><td>30%</td></tr><tr><td>Farm, lbs.....</td><td>40 50 75 100</td></tr><tr><td>Each.....</td><td>\$3 00 3 75 5 50 7 25</td></tr></table><div>BEVELS, TEE.</div><table><tr><td>Stanley's rosewood handle, new list.....</td><td>Neta</td></tr><tr><td>Stanley's iron handle.....</td><td>Neta</td></tr></table><div>BINDING CLOTH.</div><table><tr><td>Zincod.....</td><td>55%</td></tr><tr><td>Brass.....</td><td>40%</td></tr><tr><td>Brass, plated.....</td><td>60%</td></tr></table><div>BITS.</div><div>Auger.</div><table><tr><td>Jennings Pattern.....</td><td>20%</td></tr><tr><td>Ford Car.....</td><td>List plus 5%</td></tr><tr><td>Ford's Ship.....</td><td>"</td></tr><tr><td>Irwin.....</td><td>35%</td></tr><tr><td>Russell Jennings.....</td><td>15%</td></tr><tr><td>Clark's Expansive.....</td><td>33 1/2%</td></tr><tr><td>Steer's " Small list, \$22 00.....</td><td>5%</td></tr><tr><td>" " Large " \$26 00.....</td><td>5%</td></tr><tr><td>Irwin Car.....</td><td>35%</td></tr><tr><td>Ford's Ship Auger pattern Car.....</td><td>List plus 5%</td></tr></table><div>Center.....</div><table><tr><td>.....</td><td>10%</td></tr></table><div>Countersink.</div><table><tr><td>No. 18 Wheeler's.....</td><td>per doz.</td><td>\$2 25</td></tr><tr><td>No. 20.....</td><td>"</td><td>3 00</td></tr><tr><td>American Snailhead..</td><td>"</td><td>1 75</td></tr><tr><td>" Rose.....</td><td>"</td><td>2 00</td></tr><tr><td>" Flat.....</td><td>"</td><td>1 40</td></tr><tr><td>Mahew's Flat.....</td><td>"</td><td>1 60</td></tr><tr><td>" Snail.....</td><td>"</td><td>1 90</td></tr></table><div>Dowel.</div><table><tr><td>Russell Jennings.....</td><td>15%</td></tr></table><div>Gimlet.</div><table><tr><td>Standard Double Cut. 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BLACKING, STOVE. (See Polish) BLADES, SAW.		Well.		Picture Chains.		Saw Filers.	
Butcher's.		Oak, Wrought Iron Riveted Top Bars.....per doz. \$8 00 BURRS, RIVETING. Copper Burrs only.....25% above list Tinners' Iron Burrs only.....30%		Light Brass, 3 ft.....per doz. \$1 25 Heavy Brass, 3 ft....." 1 75		Wentworth's, No. 1, \$12.50; No. 2, \$18.25. No. 3, \$16.25.	
Standard, $\frac{1}{2}$ & 1-in.....Nets Clock Spring....."		BUTTS.		Safety Chain.		CLAWS, TACK.	
Hack.		Cast Iron.....75% Wrought Brass (New List).....Plus 5% Wrought Steel, Bright.....40% Wrought Steel, Japanned.....Net prices		Brass.....5%		Wood hdl. No. 10.....per doz. \$0 95 Forged steel, wood hdl. \$1 75 Solid steel....." 2 40 Giant....." 59	
Atkins......5% Star.....Nets		CALIPERS.		Sash Chain. (Morton's) Steel, per 100 ft.		CLEANERS.	
Wood.		Double.....Nets Inside and Outside....." Wing....."		0.....\$2 50 2.....3 10 1.....3 60		Drain.	
Disston.....6 66 26 Nos.....\$8 00 \$8 50 \$8 00		CALKS.		Champion Metal.		Iwan's Adjustable.....40% Iwan's Stationary.....30%	
Atkins.....2 14 18 Nos.....\$3 85 \$6 50 \$4 75		Logger's Boot. (Lufkin R. Co.'s), per M.....\$7 00		0R.....5 40 2R.....5 60 1R.....7 75		Pot.	
BLOCKS.		CANS.		Cable Sash Chains.		Wire.....per doz. \$0 75	
Snatch.....		Blunt and medium, 1 prong, per 100 lbs.....\$6 00		Steel.....List Net Plus 15%		Side-Walk.	
Wooden.....Plus 10%		Sharp, 1 prong, per 100 lbs.....6 50		Champion Metal.-Extra Heavy.		Steel.....per doz., Net prices	
Tackle.		CAN OPENERS.		1H.....9 50		CLEAVERS.	
Iron Strapped.....Plus 10%		See Openers.		Cable Sash Chains.		Family.	
BOARDS.		CAPS, GUN.		Steel.....List Net Plus 15%		Beatty's, inch 7 8 9 10 Per doz. \$27 00 29 00 33 00 36 00	
Wabash Crystal.....Net Prices		See Ammunition.		CHALK, CARPENTERS'		CLEAVISES.	
Wabash Oriental....."		CARPET STRETCHERS.		Blue.....per gro., \$1 50		Malleable.....10c lb.	
Wabash Mosaic....."		See Stretchers.		Red....." 1 50		CLIPPERS.	
Wabash Delft Enameled....."		CARRIERS.		White....." 1 45		Bolt.....\$2 25&6 00	
Wabash Art Inlay....."		Hay.		Common White School		CLIPS.	
Wash.		Diamond, Regular.....each, Nets		Crayon.....25c		Axle......65&5%	
No. 760, Banner Globe, (single)		Diamond, Sling....."		CHARCOAL.		Damper.	
per doz. \$5 25		CARTRIDGES.		In bags.....per bag \$1.70		Standard.....per doz. 70c	
No. 652, Banner Globe, (single)		See Ammunition.		CHECKS, DOOR.		Troy.....38c	
per doz. 6 75		CASTERS.		Blount.....Net list		Hame.....50c	
No. 801, Brass King.....8 25		Standard—Ball Bearing.....50&10%		Corbin....."		CLOTH.	
No. 860, Single—Plain Pump 6 25		Bed.....55%		CHIMNEY TOPS.		Emery.	
BOBS, PLUMB.		Common Plate.		Iwan's Volcano.....40%		Star.....New Prices	
Carpenters'.		Brass Wheel.....15%		CHISELS.		B. & A....."	
No. 2, iron.....per doz. \$1 15		Iron and porcelain wheels, new		Inches.....12 14		Hardware Wire—	
No. 00, ".....1 90		list.....50%		Round, per doz.....\$5 25 5 75		Full rolls (100 ft.)	
No. 0, ".....3 85		Philadelphia Plate, new list.....50%		Flat, per doz.....7 25 8 25		12 Mesh, galvanized....."	
No. 3, lead.....4 35		Martin's.....40%		CHOCKS, DRILL.		14 "....."	
No. 4, ".....6 00		CATCHERS, GRASS.		Goodell's, for Goodell's Screw		16 "....."	
No. N30, nickel plat'd.....2 40		No. 160S, per doz.....\$12 25		Drivers.....List less 35-40%		18 "....."	
No. 5, brass.....5 25		No. 165S, ".....14 01		Yankee, for Yankee Screw		Screen Wire. Prices on application.	
BOLTS.		CEMENT, FURNACE.		Drivers.....6 00		12 mesh, painted, per 100 sq. ft.	
Carriage, Machine, etc		American Seal, 5 lb. cans, net \$0 45		CHURNS.		COLLARS, STOVE PIPE.	
Carriage, $\frac{1}{2}$ x6 and sizes smaller.		" " 10 lb. cans, " 90		Anti-Bent Wood,		Lacquered.	
and shorter.....40%		" " 25 lb. cans, " 1 87		Gal.....5 7 10		Inches 5 6 7	
Carriage, sizes larger and longer		Pecora, 5 lb. cans.....45		Each.....\$3 90 4 60 4 85		Fancy pattern,	
than $\frac{1}{2}$ x6.....20&5%		" 10 lb. cans.....90		Belle, Barrel......65&71%		per doz.....80c 85c \$1 15	
Machine, $\frac{1}{2}$ x4 and sizes smaller		" 25 lb. cans.....1 87		Common Dash,		COMPASSES.	
and shorter.....40&10%		CHAIN AND CHAINS.		Gal.....5 7		Carpenters'.....15%	
Machine, sizes larger and long		Breast Chains.		Per doz.....17 00 19 00		COPPER—See Metals.	
er than $\frac{1}{2}$ x4.....25&5%		Doubleslack.....doz. pairs, \$8 50		CLAMPS.		COPPERS—Soldering.	
Stove.....60&10%		With Covert Snaps.....5 80		Adjustable.		3 lb. and heavier.....per lb. 55c	
Tire.....40%		With Slide.....5 00		Martin's.....30%		24 lb.....56c	
Mortise, Door.		Without Slide.....4 60		Carpenters'.		2 lb.....57c	
Gem, iron.....5%		Cable Coil Chains		Steel Bar.....10%		14 lb.....58c	
Gem, bronze plated.....5%		Inch.....1 1 1		CORD.		1 lb.....61c	
Barrel.		Per 100 lbs.....7 75 7 50 7 50		Picture.		CORKSCREWS.	
Cast.....Nets		BRACES.		White Wire.....70&10%		Walker's.....30%	
Wrought....."		Pray's Genuine Spofford's..20&10%		COUPLINGS, HOSE.		Williamson's Regular.....35&11%	
Wrought, bronzed....."		" No. 08.....\$7 50		Brass.....per doz. \$2 25		Williamson's Forged Worm.....40%	
Flash.		" No. 010.....8 00		COVERS, WAGON—See Tents.		CRADLES, GRAIN.	
Wrought....."		BRACKETS.		Morgan's Grapevine..per doz. \$45 00			
Spring.		Wenzelmann's No. 1, per doz.					
Wrought....."		sets.....\$18 00					
Wrought, heavy....."		Wenzelmann's No. 2, per doz.					
Square.		sets.....19 20					
Wrought....."		Shelf.					
		Wrought Steel.....40%					

CRAYONS—See Chalk.			ELBOWS—Conductor Pipe.			Wood Pails.			HANGERS.		
CROWBARS.			Galvanized Steel, Tin and Terne, Round Corrugated.			Frazer's, 15 lb. \$1.00; 25 lb. \$1.50 each			Barn Door.		
Pinch or Wedge Point.....per lb. 8c			Size. Doz.			Hub Lightning, 15 lb. 90c; 25 lb. \$1.21 each.			U. S. Rolled Bearing.....12½%		
CUTTERS			2-inch.....\$ 3 60			Tin Cans.			Matchless.....12½%		
Glass.			3-inch.....4 32			Frazer's			Warehouse Tandem, No. 44.....33½%		
Woodward.....40%			4-inch.....7 20			1½ lb. per doz.....\$1 75			Conductor P.		
Meat.			5-inch.....15 00			3 lb. per doz.....3 25			Iwan's Perfection.....50%		
Enterprise—Nos. 5 10 12			6-inch.....18 00			GRINDSTONES.			Eave Trough.		
Each \$2 50 \$4 25 \$3 75			Subject to 60% discount.			Family.			Imperial.....Net list		
Nos. 22 32			EMERY, TURKISH.			Inches.. 7 8 10 12			Wire.....List plus 5%		
" 6 50 8 50			Size.....5-lb			Per doz..20 50 21 75 26 25 30 50			Garage Door.		
Pipe.			Flour.....15c 8c 7½c			Loose.			Right Angle.....50&10%		
Saunders', No. 1 2 3			EYES.			Per ton.....Price on application			Sliding Folding.....50%		
Each.....\$1 85 2 75 6 75			Bright Wire Screw—See Ooods, B. W.			Mounted.			Receding.....50%		
Slaw and Kraut.....Per doz.			Hooks and Eyes—			Ball Bearing.....1 2 3			Parlor Door.		
4-knife Kraut.....\$20 00-55 00			Brass, 1½" No. 60..per gross, \$3 50			Each.....\$4 75 5 00 5 25			Acme.....per set, \$3 75		
3-knife Kraut, 8x27 in..13 00-18 00			Iron " " 50.. " 1 60			GUN WADS.			Ives' Improved....." 3 40		
1-knife Slaw.....2 50			PASTENERS, STORM SASH.			(See Ammunition).			Lane's Standard....." 3 50		
2-knife Slaw.....3 00			Shroeder's.....per doz. \$1 50			GUNS.			Lane's New Model... " 3 10		
Washer.....11 00			Sensible....." 3 00			Iver Johnson Champion Single			Le Roy Noiseless.....40&10%		
DAMPERS, STOVE PIPE.			FILES AND RASPS.			Barrel Shot Guns.....Net Prices			Richards.....25%		
Ideal			Delta			Double Barrel, Hammerless. "			Advance.....40&10%		
3".....\$1 00			Delta.....30%			HAFPS, AWL.			HASPS.		
4".....1 05			Swiss.....List plus 25%			Common.....per doz. \$0 35			Hinge, Wrought.... Add 50% to list.		
5".....1 15			Utility....." net.			Brad.			With Staples—See Staples.		
6".....1 25			Nicholson's—			Patent, plain top.... " 80			HATCHETS.		
7".....2 20			American.....50&2½%			Patent, leather top... " 90			Crescent.....50%		
8".....3 75			Arcade.....50&2½%			Sewing.			Cast Claw.....per doz. \$1 50@1 85		
10".....6 00			Black Diamond.....40%			Common....." 24			Cast Shingling... " 1 50@1 85		
DIES AND STOCKS.			Eagle.....50&2½%			Patent....." 55			Germantown.....7½%		
Discount.....New List			Great Western.....50&2½%			HAMMERS, HANDLED.			See Knives.		
DIGGERS.			Kearney & Foot.....50&2½%			Blacksmiths, Hand, No. 0, 26 oz., net			HAY RACK BRACKETS		
Post Hole.			McClellan.....50&2½%			Engineers', No. 1, 26 oz.....11 11			Wenzleman's No. 1 per doz. sets, \$18 00		
Eureka.....per doz. \$14 50			Nicholson.....40%			Farriers', No. 6, 7 oz.....7 23			Wenzleman's No. 2 " " 19 20		
Iwan's Split Handle (Eureka)			J. Barton Smith.....50&2½%			Machinists', No. 1, 7 oz.....6 65			HINGES.		
4-ft. Handle.....per doz. 14 00			X-F Swiss Pattern...List plus 10%			Nail.			Blind.		
7-ft.....20 00			Simonds'.....50%			Vanadium, No. 41½, 16 oz.,			Clark's Gravity		
Iwan's Perfection (Atlas) " 16 00			Disston's.....50&2½%			per doz.....\$12 00			No. 1.....per doz. sets, \$2 25		
Iwan's Hercules pattern " 16 15			Heller's.....60&10%			V. & B., No. 11½, 16 oz. per doz. 10 00			No. 3....." " 5 75		
See also Augers—Post Hole.			FORKS.			Garden City, No. 101½, 16			Gate.		
Dividers, Wing.....25%			Barley.			oz., per doz.....9 00			Clark's.....1 2 3		
DOOR CHECKS—See Checks.			Steel, new list.....New Prices			Tinner's Riveting, No. 1, 8 oz.,			Hgs & Lch, doz. \$5 50 7 00 9 75		
DOORS, SCREEN.			Hay.			per doz.....8 00			Hinges only " 4 75 5 50 8 00		
¾-in. 4-panel, painted.....Net Prices			2-tine.....New prices			Shoe, Steel, No. 1, 13 oz. per doz. 6 88			Latches only. 1 90 1 90		
1½-in. 4-panel, painted.....			3 "								

Box. Inch. 5 7 10 12 Per doz. \$2 50 2 75 3 25 3 85 Bush. Common Axe Handle, per doz. \$22 00 Chain. Inch. 1 1/2 1 3/4 2 2 1/2 3 3 1/2 Pr 100 \$7 60-8 10 9 75 11 50 12 60 Clothes Line. Japanned. per doz. 48c @ 1 40 Galvanized. " 75c @ 2 50 Cost and Hat. Common Wire. per gro. 1 25-1 65 Conductor. Iwan's Tinned Sickle. 10% Corn. Common, riveted, painted red. per doz. Nets Little Giant. " " Gate. See Goods, Bright Wire. Grass. Common Nos. 1 3 5 7 Per doz. \$4 50 3 50 3 75 3 25 Hammock. With plate. per doz. 1 10 With screw. " 1 00 Lambrequin, or Drapery, per gro. 30c Picture. 50% @ 50% 10% Potato and Manure. Nets Screw. Brass. 70% (See Goods, Bright Wire.) Seat Spring. per lb. 5 1/2c	Standard. Nos. 1 2 Each \$0 60 1 00 R-W Big Lift. 40% Tiger. 40% KETTLES. Brass. 15% Cauldron. 40% Copper. per lb. 27 Maslin. 40% Sugar. 50% KNIVES. Beet Topping. Clyde, 9-in. Scimitar Blade, dz. \$3 85 California. 3 40 Butcher. Handles, 6" blade. \$3 25 7" blade. 3 75 Beechwood handles, 9" blade. 4 50 10" blade. 5 25 Cooper's Hoop. 15% Corn. Clipper. per doz. \$1 75 Disston's. " 2 75 Earle's. " 3 00 Woodford. " 2 25 Drawing. Standard. (New List) 15% Adjustable. 15% Barton's Carpenters'. 15% Hay. Iwan's Solid Socket. doz. \$13 00 Heath's. " 13 00 Iwan's, Sickle Edge. " 15 50 Iwan's, Imp'd Serrated. " 15 75 Hedge. Challenge. per doz. \$6 00 Disston's. " 3 75 Mincing. Common, Single. " 60 Common, Double. " 90 Streeter, 4-blade. " 1 30 Streeter, 6-blade. " 2 00 Putty. Common. per doz. \$0 75 @ 1 50 Lander's. " 1 75 @ 2 50 Scraping. Beech Handle. 90 @ 1 10 Lander's. 5 50 @ 6 50	LINING, STOVE. Bricks. per crate, 42c MACHINES. Boring. Angular. per doz. \$3 00 Upright. " 2 60 Leather Riveting. Chicago, Pomeroy. per doz. \$9 00 Excelsior. " 2 00 Handy. " 2 00 Little Giant. " 3 00 Pony, Pomeroy. " 7 20 MAIL BOXES. See Boxes. MALLETS. Carpenters'. Fibre Head, No. 2, per doz. \$16 50 No. 3 " 19 50 No. 4 " 28 50 Round Hickory. \$3 00-5 00 Lignumvitae. 6 25-10 50 Square Hickory. 3 50-5 50 Lignumvitae. 8 00-12 00 Tinners'. Hickory. " 2 25 MATS. Door. National Rigid. 50% & 10% 5% Acme Steel Flexible. 50% Stove. No. 2. per gro. Nets No. 1. " " No. 1 Asbestos Toasters, or wire-covered Stove Mats, with handle. per doz. 1 10 No. 2 Asbestos Toasters, with ring. per doz. 60 MATTOCKS. Plumbs. 25% MAULS. Iron, lbs. 10 13 16 18 Per doz. Prices on Application Wood Face, lbs. 10 12 14 Per doz. Prices on Application Wood Choppers'. Lake Super'r & Oregon Pat. 40% & 5% MEASURES. Galvanized, doz. Nets Japanned, doz. Nets MILLS, COFFEE. Enterprise. 16 1/2% Parker. 50% & 5% Arcade. 40-10% MITRE BOXES. See Boxes. MOPS. Cotton. Star (Cut Ends). Pounds 12' 15' 18' 24'-3 0Z. Per doz. \$4 50 5 65 6 75 9 00 MOWERS, LAWN. Gladiator—B. B. Inches. 16 18 20 Each. \$6 50 7 25 8 00 King Universal—B. B. Each. \$5 25 5 75 6 00 Inches. 14 16 18 Big Giant. \$3 50 3 90 4 25 NAILS. Cut Steel. Prices on Application Cut Iron. " " Wire. Small Lots. Prices on Application Cement Coated. Small Lots. Prices on Application Horseshoe. Ausable. 55% & 5% Capewell. 15% Perfect. 55% & 5% Putnam. 20% & 5% Star. 30% & 5% Picture. Brass Heads. 25% Brads. 50% & 5% Furniture. List plus 15%	NAIL PULLERS. See Pullers. NAIL SETS. See Sets. NETTING, POULTRY. Galvanized before weaving. 40% & 10% Galvanized after weaving. 40% NIPPERS. End Cutting. Stubb's Pattern, Inches. 5 6 Per dozen. \$4 65 6 75 End and Diagonal Cutting. Swedish Side. Inches. 5 6 Per dozen. \$4 50 5 75 Hoof. Heller's. 40% & 10% V. & B. 55% & 5% NOZZLES. Hose. Magic. per doz. \$9 50 Diamond. " 5 75 NUTS, HOT PRESSED. Square Tapped. \$.05 off per 100 lbs. Hexagon Tapped. 85c off per 100 lbs. OILERS Chase Pattern. Brass and Copper. 25-10% Zinc. 35% Engineers'. Tin. per doz. \$7 00 @ 9 00 Machine. Common. per doz. \$0 85 OPENERS. See Box Chisels Box. Can. Delmonico. per doz. \$1 30 Never Slip. " 65 Crate. V. & B. " 7 25-11 00 OUTFITS, COBBLING Combination. per doz. \$16 00 Economy. " 8 50 Family. " 14 50 PAILS. Cream. 14-qt., without gauge, per doz. \$9 50 18-qt., " " " 11 00 20-qt., " " " 11 75 Sap. 10-qt., IC Tin. per doz. \$4 00 12 " " " 5 50 Stock. Galv'd. qts. 14 16 18 20 Per doz. \$9 75 10 75 12 75 14 50 Water. Galvanized, qts. 10 12 14 Per doz. \$5 75 6 50 7 25 Wood. Cable, 2-Hoop. per doz. Nets Cable, 3-Hoop. " Nets Cedar, 3-Hoop, brass. " Nets PANS. Dripping. Net Fry. Common. Nets Acme. " " Roasting. Paxton. 1 2 3 4 Per doz. Nets Neverburn. " " Savory No. 200. per doz. \$8 40 PAPER. Building. Plain. per 100 lbs. Prices on Application Tarred. " " Tarred Felt. " " Red Rosin, 20-lb. per roll 72c Red Rosin, 25-lb. " 90c Red Rosin, 30-lb. " \$1 08 Sand and Emery. No. 1, per ream, best grade. \$6 00 No. 1, per ream, cheaper grade. 5 40 Wrapping. Express. 100 lbs. Nets
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PARERS.	TINNERS.	PUNCHES.	SAWS.
Apple.	Hollow.....Net list	Conductors.	Band.
Goodell's.....per doz. \$10 80	Solid.....each, 10c	No. 22.....per doz. \$3 00	E. C. Atkins & Co. Prices on applic'n
Turntable....." 11 40		Machine.....per lb. 25	Buck.
White Mountain....." 8 40		Saddlers.	Disston's.....New nets
Reading, No. 78...." 11 40		Common.....per doz. 1 50 to 5 00	Jackson's.....New nets
Potato.	PLUMBS AND LEVELS.	PUTTY.	Butchers.
Goodsell's Saratoga, 10½ in., dz. 6 50	Common.....Nets	Strictly pure....per 100 lbs. \$4 25	E. C. Atkins & Co. Prices on applic'n
Goodsell's Saratoga, 5 in., dz. 5 50	Cook's.....40%		Disston's.....New nets
	Davis' Iron.....25%	RAIL.	Circular.
	Davis' Inclinometer.....15%	Bar Door.	E. C. Atkins & Co. Prices on applic'n
		Matchless, 1-in.....5c	Disston's.....New nets
		Matchless, 1½-in.....7c	Hiles'.....New nets
		Storm King.....5c	Simonds'.....New nets
		Sliding Door.	Compass.
		Bronzed wrought iron...per ft. 8½c	E. C. Atkins & Co. Prices on applic'n
			Common.....New nets
			Disston's.....New nets
			Cross-Cut.
			E. C. Atkins & Co. Prices on applic'n
			Disston's.....New nets
			Simonds'.....New nets
			Dehorning.
			Disston's.....New nets
			Hack.
			Disston's.....New nets
			Simonds' Box Lots.....New nets
			Star.....New nets
			Hand and Rip.
			E. C. Atkins & Co. Prices on applic'n
			Disston's No. 7.....New nets
			Disston's Nos. 8, D8, 12, 76, 112.
			D100, and 120.....New nets
			Keystone.....New nets
			Keyhole.
			Disston's.....New nets
			Miter Box.
			E. C. Atkins & Co. Prices on applic'n
			Narrow Band.
			Simonds'.....New nets
			Panel.
			E. C. Atkins & Co. Prices on applic'n
			Disston's No. 7.....New nets
			Pruning.
			Disston's.....New nets
			Rift.
			Simonds'.....New nets
			Wood.
			E. C. Atkins & Co. Prices on applic'n
			Common.....New nets
			Clover leaf.....New nets
			SAW BUCKS—See Bucks.
			SAW SETS—See Sets.
			SAW TOOLS—See Tools.
			SAW FRAMES.
			Common, plain....per doz. \$1 50
			Common painted...." 2 10
			SCALES.
			Counter.
			Pelouze.....40&10%
			SCISSORS.
			Star.....60%
			SCOOPS.
			Grain.
			½ bu. "Hercules"....per doz. 3 70
			1-bu. "Hercules"...." 5 00
			SCRAPERS.
			Box.
			Triangular, No. 6....per doz. \$6 25
			Cabinet.
			Cast Steel, Nos. 2½x5 3x5 3½x6
			Per doz.....\$1 10 1 25 1 80
			Road.
			Cubic ft. 7 5 3
			With runners, ea. \$7 00 6 50 6 20
			SCREEN DOOR HINGES.
			Cast iron.....gross, \$13 00
			Steel....." 9 50
			SCREWS.
			Bench.
			Iron, ins. 1 1½ 1½ 1½
			\$9 75 11 50 13 75 21 50
			Wood, white maple...per doz. 6 00
			Hand—Wood.
			Hand Rail.....35%
			Hand Rail.....22½%
			Jack.....30-5%
			Lag or Coach—all sizes, gimlet
			pointed.....40%
			Saw—Centennial.
			Nos. 1 2 3 4
			Per doz.....47c 55c 75c 90c
			Wood.
			F. H. Bright.....70-10-10%
			R. H. Blued.....65-10-10%
			F. H. Jap'd.....62½-10%
			F. H. Brass.....42½-10-5%
			R. H. Brass.....40-10-5%
			R. H. Nickel Plated.....57½-10%
			SCYTHES.
			Clipper, grass.....per doz. \$13 50
			Honest Dutchman...." 13 75

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Globe Stove & Range Co.	Kokomo, Ind.
Haynes-Langenberg Mfg. Co.	St. Louis, Mo.
Meyer Furnace Co.	Peoria, Ill.
Peerless Foundry Co.	Indianapolis, Ind.

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American Furnace Co.	St. Louis, Mo.
Forest City Fdy. & Mfg. Co.	Cleveland, Ohio.
Globe Stove & Range Co.	Kokomo, Ind.
Haynes-Langenberg Mfg. Co.	St. Louis, Mo.
Henry-Miller Foundry Co.	Cleveland, Ohio.
Hess-Snyder Co.	Massillon, Ohio.
Mahoning Fdy. Co.	Youngstown, Ohio.
Meyer Furnace Co.	Peoria, Ill.
Modern Way Furnace Co.	Fort Wayne, Ind.
Peerless Foundry Co.	Indianapolis, Ind.
Scheible-Moncrief Heater Co.	Cleveland, Ohio.
Schill Bros. Co.	Crestline, Ohio.
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Thatcher Furnace Co.	New York-Chicago
Waterloo Register Co.	Waterloo, Iowa.
Wise Furnace Co.	Akron, Ohio.
Wrought Iron Range Co.	St. Louis, Mo.
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American Steel & Wire Co.	Chicago-New York.
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Jobbers—Hardware.

Bullard & Gormley Co.	Chicago, Ill.
Clark-Smith Hardware Co.	Peoria, Ill.

Machines—Crimping.

Bertsch & Co.	Cambridge City, Ind.
Niagara Machine & Tool Works.	Buffalo, N. Y.

Machines—Stove Pipe.

Hemp & Co.	St. Louis, Mo.
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Bertsch & Co.	Cambridge City, Ind.
Dreis & Krump Mfg. Co.	Chicago, Ill.
Niagara Machine & Tool Works.	Buffalo, N. Y.

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Harrington & King Perforating Co.	Chicago, Ill.
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Hussey & Co., C. G.	Pittsburgh, Pa.
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American Steel & Wire Co.	Chicago-New York.
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Friedley-Voshardt Co.	Chicago, Ill.
Gerock Bros. Mfg. Co.	St. Louis, Mo.

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Cleveland Castings Pattern Co.	Cleveland, Ohio.
Quincy Pattern Co.	Quincy, Ill.
Vedder Pattern Wks.	Troy, N. Y.

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Berger Bros. Co.	Philadelphia, Pa.
Clark-Smith Hdw. Co.	Peoria, Ill.
Friedley-Voshardt Co.	Chicago, Ill.

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Henry-Miller Foundry Co.	Cleveland, Ohio.
Meyer & Bro. Co., F.	Peoria, Ill.
Michigan Safety Furnace Pipe Co.	Detroit, Mich.
Stearns Register Co.	Detroit, Mich.

Pipe and Fittings—Stove.

Hemp & Co.	St. Louis, Mo.
Meyer & Bro. Co., F.	Peoria, Ill.
Michigan Safety Furnace Pipe Co.	Detroit, Mich.
Sullivan-Geiger Co.	Indianapolis, Ind.
Whitaker-Glessner Co.	Wheeling, W. Va.

Polish—Metal.

Black Silk Stove Polish Works.	Sterling, Ill.
Nickel Plate Stove Polish Co.	Chicago, Ill.

Pollish—Stoves. Black Silk Stove Pollish Works, Sterling, Ill. Nickel Plate Stove Pollish Co., Chicago, Ill.	Roofing—Iron and Steel. American Sheet & Tin Plate Co., Pittsburgh, Pa. Berger Mfg. Co., Canton, Ohio. Friedley-Voshardt Co., Chicago, Ill. Inland Steel Co., Chicago, Ill. Milwaukee Corrugating Co., Milwaukee, Wis. Sykes Co., The, Chicago, Ill. Tanner & Co., Indianapolis, Ind. Whitaker-Glessner Co., Wheeling, W. Va.	Sticks—Soldering. Allen Co., Inc., L. B., Chicago, Ill. Stoves—Oil and Gasoline. Clark & Co., Geo. M., Chicago, Ill. Ringen Stove Co., St. Louis, Mo.	Trough—Eaves. Abbott Mfg. Co., Cleveland, Ohio. Berger Bros. Co., Philadelphia, Pa. Friedley-Voshardt Co., Chicago, Ill. Milwaukee Corrugating Co., Milwaukee, Wis. Whitaker-Glessner Co., Wheeling, W. Va.
Posts—Steel Fence. American Steel & Wire Co., Chicago-New York.	Rules. Lufkin Rule Co., Saginaw, Mich.	Stoves and Ranges. Clark & Co., Geo. M., Chicago, Ill. Globe Stove & Range Co., Kokomo, Ind. Ringen Stove Co., St. Louis, Mo.	Ventilators. Berger Bros. Co., Philadelphia, Pa. Friedley-Voshardt Co., Chicago, Ill. Standard Ventilator Co., Lewisburg, Pa.
Powder. Du Pont de Nemours & Co., E. I., Wilmington, Del. Hercules Powder Co., Wilmington, Del.	School—Sheet Metal Pattern Drafting. National School of Sheet Metal Pattern Drafting, St. Louis, Mo.	Stove Pipe Reducer. Sullivan-Geiger Co., Indianapolis, Ind.	Vises. North Bros. Mfg. Co., Philadelphia, Pa. Rock Island Mfg. Co., Rock Island, Ill.
Punches. Bertsch & Co., Cambridge City, Ind. Niagara Machine & Tool Works, Buffalo, N. Y.	Screens—Perforated Metal. Harrington & King Perforating Co., Chicago, Ill.	Tanks—Oil and Gasoline. Baier Bros. Mfg. Co., Cissna Park, Ill.	Waterers—Stock. Rock Island Mfg. Co., Rock Island, Ill.
Ranges—Combination Gas and Coal. Globe Stove & Range Co., Kokomo, Ind. Ringen Stove Co., St. Louis, Mo.	Screw Drivers. North Bros. Mfg. Co., Philadelphia, Pa.	Tapes. Lufkin Rule Co., Saginaw, Mich.	
Ranges—Electric. Globe Stove & Range Co., Kokomo, Ind.	Sheets—Black and Galvanized. American Sheet & Tin Plate Co., Pittsburgh, Pa. Inland Steel Co., Chicago, Ill. Sykes Co., The, Chicago, Ill. Whitaker-Glessner Co., Wheeling, W. Va.	Tiles & Shingles—Metal. Milwaukee Corrugating Co., Milwaukee, Wis.	
Ranges—Gas. Clark & Co., Geo. M., Chicago, Ill. Ringen Stove Co., St. Louis, Mo.	Sheets—Planished. Sykes Co., The, Chicago, Ill.	Tin—Perforated. Harrington & King Perforating Co., Chicago, Ill.	
Rasps. Delta File Works, Philadelphia, Pa.	Sheets—Vismers. Inland Steel Co., Chicago, Ill.	Tinplate. Berger Mfg. Co., Canton, Ohio. American Sheet & Tin Plate Co., Pittsburgh, Pa.	
Registers—Warm Air. Henry-Miller Foundry Co., Cleveland, Ohio. Schwab & Sons Co., R. J., Milwaukee, Wis. Standard Furnace & Supply Co., Omaha, Neb. Stearns Register Co., Detroit, Mich. Tuttle & Bailey Mfg. Co., New York, N. Y. Walworth Run Fdy. Co., Cleveland, Ohio. Waterloo Register Co., Waterloo, Iowa.	Sifters—Ash. Diener Mfg. Co., G. W., Chicago, Ill.	Tools—Auto Repair. Curfman Mfg. Co., F. L., Maryville, Mo.	
Repairs—Furnace. Omaha Stove Repair Works, Omaha, Nebr.	Solder. Allen Co., Inc., L. B., Chicago, Ill.	Tools—Carpenters'. Lufkin Rule Co., Saginaw, Mich. North Bros. Mfg. Co., Philadelphia, Pa.	
Repairs—Stove. Omaha Stove Repair Works, Omaha, Nebr.	Soldering Iron—Self Heating. Allen Co., Inc., L. B., Chicago, Ill.	Tools—Sheet Metal. Bertsch & Co., Cambridge City, Ind. Dreis & Krump Mfg. Co., Chicago, Ill. Lennox Throatless Shear Co., Marshalltown, Iowa. Niagara Machine & Tool Works, Buffalo, N. Y. Tanner & Co., Indianapolis, Ind.	
Rivets—Stove. Kirk-Latty Mfg. Co., Cleveland, Ohio.	Specialties—Tin and Sheet Metal. Curfman Mfg. Co., F. L., Maryville, Mo.	Tools—Tinsmiths'. Bertsch & Co., Cambridge City, Ind. Double Blast Mfg. Co., North Chicago, Ill. Dreis & Krump Mfg. Co., Chicago, Ill. Lennox Throatless Shear Co., Marshalltown, Iowa. Niagara Machine & Tool Works, Buffalo, N. Y. Tanner & Co., Indianapolis, Ind.	
Roasters. Whitaker-Glessner Co., Wheeling, W. Va.	Speedometers—Bicycle. Corbin Screw Corporation, New Britain, Conn.	Torches—Gasoline. Allen & Co., Inc., L. B., Chicago, Ill. Clayton & Lambert Mfg. Co., Detroit, Mich. Diener Mfg. Co., G. W., Chicago, Ill. Double Blast Mfg. Co., North Chicago, Ill.	
Rods—Stove. Kirk-Latty Mfg. Co., Cleveland, Ohio.	Statuary. Friedley-Voshardt Co., Chicago, Ill. Gerod Bros. Mfg. Co., St. Louis, Mo.		
Rolls—Forming. Bertsch & Co., Cambridge City, Ind. Niagara Machine & Tool Works, Buffalo, N. Y.			

¶ ADVERTISING is the power of an idea multiplied.

¶ Other powers lose by expansion. Steam is power only when confined. Electricity radiated and diffused becomes nothing. Sound dies with distance. Great suns pale into invisible stars, and the power of light itself is lost in infinite space. But the strange power of advertising increases by expansion. Diffusion is its life. It grows by what it imparts.

¶ The advertised idea, to become a power, must be genuine, vital, and related to the function of a meritorious business; and the means of its furtherance must be well chosen.

¶ To choose well the means for the furtherance of your advertised idea, in order that it may become a power, in order that you may show its genuineness as a vital factor of your business, is not hard.

¶ A close perusal from cover to cover of this week's issue of AMERICAN ARTISAN AND HARDWARE RECORD will disclose abundant evidence of this fact.

WANTS AND SALES

For paid yearly subscribers, **AMERICAN ARTISAN AND HARDWARE RECORD** will insert under this head advertisements of not more than fifty words **WITHOUT CHARGE**. Employers wishing to secure employees, parties desiring to purchase or sell business, secure partners or to exchange, etc., will find that these pages offer excellent opportunities to satisfy their wants. Clerks and tinsmiths looking for situations will find it to their advantage to use these columns. Those who respond to these announcements please mention that they "READ THE ADVERTISEMENT IN AMERICAN ARTISAN AND HARDWARE RECORD."

BUSINESS CHANCES

For Sale—One office cabinet; shelving 7 ft. high, 70 ft. long. A. Schminke & Son, Wapakoneta, Ohio. 6-3t

Business Chance—We have something different and better in a cast iron smoke pipe damper than the ones commonly used and would like to interest some one in the manufacture and marketing of this article. Patent pending and patterns being made. If interested address Beuret Heating Company, Auburn, Indiana. 6-3t

For Sale—Hardware stock, \$7,000, in Michigan. Best location in city. Some manufacturing. Good farming country. Large territory. Good price competition. Will sell right if sold soon. Address A-38, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 7-3t

For Sale—Cheap tin shop doing tinning, furnace and pump work. Full set of tinner's tools and pump tools and car. Small stock of material. Doing a good business. Located in Central Kansas, city of 15,000. Plenty of work. Rent reasonable. Good reasons for selling. If interested, address 123 South 5th Street, Salina, Kansas. 5-3t

For Sale—A good, clean and up-to-date stock of hardware and farm implements. Located in the best farming community in Central Illinois. Town of 1,100 population. Reason for selling, advanced years and poor health. Address replies to A-40, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 7-3t

Business Chance—Qui Vive—Capital opening for man about 30 with \$1,000 in best city in the United States. Cornice, skylight, roofing and jobbing. Established business. Room for six men. Can extend. Manual and intellectual worker who uses trade papers, etc., wanted. Communications confidential. Louis Giclas, Sixth and L Streets, N. W., Washington, D. C. 7-3t

For Sale—Plumbing and heating portion of retail business. Good Iowa county seat town, well established cash trade. Invoice about \$3,500.00. Mostly purchased two years back. Too great a volume in this line to do justice to other lines. For terms and further particulars address A-25, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 5-3t

Business Chance—If you have \$1,000.00 and want to hook up with one of the best mechanics in the country who now owns and operates a well equipped shop in town of 35,000 in central Indiana, investigate, but do not waste your time unless you are skilled in every branch of the sheet metal business. Please address A-32, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

Wanted—A first-class furnace man and tinsmith to invest \$3,000.00 as a half interest in a high grade shop doing all kinds of heating, plumbing and sheet metal work. Business is a well established one and offers a splendid opportunity for further development for the right kind of a man. Address A-26, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 5-3t

BUSINESS CHANCES

Wanted—Side line by salesman selling warm air heating systems direct to trade in northwestern quarter of Iowa. Most of soliciting done in rural districts. Could solicit retail hardware or building trade. Please address A-37, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

Wanted—A partner for an established tin and sheet metal shop doing cornice, skylight, ventilating, blow pipe and general sheet metal work in a well equipped shop in a city of Pennsylvania. A small amount of capital required. Address A-44, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 7-3t

For Sale—Clean stock of hardware in city of 3,000. A good paying business established over 21 years. Fine location. Two-story building with basement 33x70. Will either sell or rent. Large established trade in best diversified farming country. Tinning and plumbing in connection. County seat on terminal of two railroads. Stock will be reduced to suit purchaser. One of the best trading centers in the state. No trades considered. Ill health reason for selling. Address Kuebler Hardware, Viroqua, Wisconsin. 6-3t

For Sale—A good live hardware, heating and plumbing business in one of the best growing towns in southwestern Wisconsin. Stock and fixtures will invoice about \$6,000. Town is located in rich farming and mining district and has a population of 1,500. This proposition is a money maker for the right man and merits your consideration. Best of reasons for selling. No trades considered. Please address A-36, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

For Sale—In a good clean Nebraska town, a new brick hardware store building and stock, located on one of the best corner lots on Main Street. Lot 50x140 ft.; building 30x90 ft.; with 9 ft. cemented basement for shop and storage, with elevator revolving nail bins. Furnace and electric lights. All fixtures are up-to-date. Will sell building, fixtures and stock, or sell building and fixtures separately. The business has been established thirty years. The best reason for selling. Kindly address replies to A-43, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 7-3t

HELP WANTED

Wanted—A general man who can do tin, pump and gasoline engine work. We have a steady job for the right man. Only men who can do first-class work in this line need apply. Emery and Huey, Plymouth, Illinois. 7-3t

Wanted—Good all around tinner for country job shop. Must be good mechanic or desirous of becoming one. Married man preferred. Steady job for right man. H. W. Darrow, Winamac, Indiana. 6-3t

Wanted—An all around tinner and plumber. Must be a hustler. State wages when answering. Please address A-34, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

Wanted—One first-class tinner for hotel and shop work, and one first-class furnace man. Address all replies to A-42, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 7-3t

Wanted—A first-class sheet metal worker, plumber, hot water, steam and warm air heating man. Married man preferred. No boozers. Work at once and steady. A. L. Spradling, 218 East Main Street, Hoopeston, Illinois. 7-3t

Wanted—A first-class tinner who can do plumbing. Must be able to do a good job and capable of holding state license. To a first-class man I have a steady job the year around. State wages wanted. Frank R. Jarrell, West Market Street, Hoopeston, Illinois. 7-3t

Wanted at Once—Two first-class tinner and furnace men. Must be reliable and of good habits. Eight hour day. Good wages. Please address replies to B-41, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 7-3t

HELP WANTED

Wanted—Good plumber. Steady job. State wages in first letter. Malvern Metal Works, Malvern, Arkansas. 7-3t

Wanted—An all around man who can do some plumbing, furnace, pump, tin work and windmill repairing. State age, experience and wages in first letter. M. B. Lund, Hollandale, Wisconsin. 7-3t

Wanted at Once—An all around tinner and furnace man capable of doing high grade work. Good wages paid. Steady work the year around. Good city. State wages and experience. Must be strictly sober. The E. C. Boorn Company, 20 East Franklin Street, Warren, Ohio. 7-3t

Wanted Soon—An A1 tinner, plumber and steam fitter. A hustler, one who can lay out his own work and install it right. No boozers wanted. Give age, whether married or single, in first letter. A good steady job for the right man. Address Lock Box 54, Clarksville, Iowa. 7-3t

Wanted—All around tinner and plumber; one who can also do hot air, steam and hot water heating. Steady employment the year around. Married man preferred. State full particulars about yourself and wages expected in first letter. Schaefer Hardware Company, Crystal Lake, Illinois. 6-3t

Wanted—Man for country town shop, one who can do all kinds of repairing and also one who has knowledge of plumbing and heating. When not busy in shop to help in store, etc. Young man preferred. State wages and hours in first letter. Will require reference. J. H. Knapp, Hinckley, Illinois. 7-3t

Wanted—Young man who has had some experience in sheet metal work and eave troughing desiring to increase his knowledge of the business under a competent teacher at good wages. Country shop near Chicago, Illinois. Please address A-30, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

Wanted—Three furnace men and plumbers. Must be capable of taking charge of a shop in town of from two to three thousand. Also two furnace men capable of taking charge of shops in towns of three thousand. State wages expected, age and experience, in first letter. Address A-39, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 7-3t

SITUATION WANTED.

Situation wanted as clerk in hardware store where tinshop is in connection. Willing to do light repairing in or near Peoria, Illinois. Address Clerk, 719 North Street, Peoria, Illinois. 6-3t

Situation Wanted—By tinner and furnace man with 25 years' experience. 60c per hour. West preferred. Can come at once. Address A-33, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

Wanted—Position as manager or salesman in hardware and implement store. Have had thorough and successful experience and can furnish first-class references. Address A-35, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

Situation Wanted—Bookkeeper, correspondent and general office man now employed desires a change. 37 years old; 12 years' experience. Familiar with all lines of hardware, implements and automobiles. Best references. Address A-29, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 6-3t

Situation Wanted by an all around sheet metal worker. First-class on hotel, restaurant and cafeteria work. Can make plans and blue prints for kitchen arrangement. Can make shop drawings and set settings for each article, and estimate on same. I am foreman in the sheet metal department of a large manufacturing plant on the Pacific Coast. Have been with them four years. For good reasons desire a change. State wages paid in your locality for union man. Address A-28, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 5-3t